

# Cash pledge to homeless after Commons row

After angry Commons exchanges yesterday, the Government promised to pay for food and shelter for thousands of homeless people sleeping rough in freezing temperatures.

As the bitter weather continued, seven deaths were reported among elderly people. They included a woman of 78 who died in her frozen garden.

Roads were blocked by jackknifed lorries and abandoned cars and no sign of relief was in sight. Bitter north-easterly winds and snowfalls will continue.

British Rail reported commuter services drastically cut in most regions. Many areas were struck which had so far escaped the blizzards.

By Richard Evans, Political Correspondent

As the death toll from the cold weather rose yesterday, the Government promised to pay for emergency shelter and food for the thousands of homeless people who have been sleeping rough and facing the worst of the freeze.

As politicians clashed in the Commons over ministers' handling of the crisis, the Government also undertook to study the possibility of opening up three Underground stations in central London at night to give "dossers" a place to sleep.

Mr John Major, the Minister for Social Security, who is coordinating help for the old and cold, made an appeal to the fit and healthy to keep an unobtrusive eye on vulnerable neighbours and alert emergency services when necessary.

It is estimated that 25,000 to 40,000 people in London are homeless, and Mr Major told MPs that the Government

would underwrite the additional expense incurred by voluntary organizations and charities who provide them with food and shelter.

By last night four government night shelters were due to have been opened up to provide extra room. Those who refuse to go into the

Planes stranded 2  
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emergency accommodation and insist on sleeping in the open will be provided with sleeping bags and food, with the Department of Health and Social Security paying the bill.

The action outlined by Mr Major came at the end of stormy parliamentary debate in which Labour MPs repeatedly interrupted and clashed with the minister, who at one stage told a Labour back-bencher to stop "prattling like a constipated parrot".

Mr Neil Kinnock, Labour leader, described by Mr Major as "leader of the 'yobbo tendency'" jumped to his feet and angrily accused the minister of making inferior debating society points while cold and poor people outside were dying. "He plainly doesn't give a damn," Mr Kinnock said.

Mr Major insisted that throughout his speech he had been subjected to "frank interventions from Labour benches like that made by Mr Kinnock. Whilst he and his

colleagues try to spread fear and despondency we are trying to persuade people to keep their heating on," he said.

Mr Michael Meacher, the shadow social services secretary, who opened the debate, set the tone when he launched a blistering attack on the Government, particularly criticising its exceptionally severe weather (ESV) payments scheme which only comes into operation when temperatures average below -1.5 degrees Celsius for a week.

Last week 14 weather stations registered average weekly temperatures below freezing and almost everywhere in the country was at freezing point, yet only a handful of payments were made. Mr Meacher said the scheme had been cynically devised to keep payments to a minimum. "The scheme is virtually useless as it is intended to be," he said.

He said: "This scheme is hopelessly inadequate and it has got to be replaced urgently."

Mr Meacher called on the Government to: • Scrap the ESV payments scheme and promise to pay £5 a week throughout the winter to 1.75 million pensioners on supplementary benefit and 1 million pensioners on the margins of poverty.

• Open up Underground stations at Bank, Monument, and Charing Cross to provide shelter for the homeless.

• Provide an "adequate" pension.

Silent, deserted, snowbound... a lone shopper trudges home in the Isle of Sheppey, in the Thames estuary, yesterday. (Photograph: James Gray)

## Stay at home warning by AA

By David Sapped

Britain struggled to keep going yesterday as the bitter weather extended its grip across the nation.

The forecasters predicted more snow and bitter conditions continuing into next week, as London faced the worst weather in memory with stations, banks and offices closed, up to 90 per cent of bus services cancelled, and the City and government departments getting by with skeleton staffs.

Kent was virtually inaccessible last night while, further north, police warned drivers it was impossible to reach Scotland via the eastern side of the country. The AA issued a nationwide appeal to drivers not to venture out.

The army and police were called out in many areas, being food to families marooned on the Lizard Peninsula in Cornwall, ferrying supplies to trapped villagers in Sussex, Kent and Scotland, and even laying on a meal-on-wheels service in Alder-shot.

Army teams also battled through 20-foot snow drifts on the Isle of Sheppey to take supplies to families who have been cut off since Monday.

British Rail admitted to mounting chaos with Waterloo station closed yesterday morning because of frozen points, trains stranded on the Brighton to Victoria line, virtually nothing running to or from Kent, services to Sussex and Hampshire severely restricted, half the InterCity services between London and the Midlands cancelled, and services all along the east of England and Scotland badly affected.

The snow also paralyzed many places which had escaped unscathed until yesterday. There was chaos on the roads in Oxfordshire, Berkshire and Buckinghamshire while, in the north-west, the M6 and M56 were reduced to single-lane operation in Cheshire.

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## Spending to rise but scope for tax cuts

By Rodney Lord, Economics Editor

A big increase in capital spending, lower levels of debt interest and progress in getting better value for money in state spending were announced by the Government yesterday.

Introducing the Government's Public Expenditure White Paper, the Chief Secretary to the Treasury, Mr John MacGregor, confirmed that public spending in 1987-88 would be £44 billion higher than previously planned and £54 billion higher in 1988-89.

But public spending is still expected to fall as a proportion of total spending in the economy, leaving some scope for tax cuts.

Within the total, provision for capital spending has been increased by £1 billion over previous plans. The increases come in a number of politically sensitive areas, including £450 million for housing, £77 million for roads, £65 million for schools and £310 million

for the nationalized industries. Despite the increase, capital spending will be lower in real terms by the end of the decade than it is now.

Unemployment, excluding school-leavers, is assumed to

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average 3.05 million during 1987-88. This is slightly higher than the November figure of 3.02 million despite a widespread expectation that unemployment may fall next year.

Inflation is taken for the purpose of the social security budget to be 3% per cent next September and 3% per cent a year later.

The White Paper shows that the first year of the Government's new system of running cost targets in White-

hall is not turning out to be smooth.

Present indications are that running costs in 1986-87 will turn out 7% per cent higher than last year, compared with a revised target of 6% per cent. Next year's targets are based on an increase of only 4% per cent on this year.

Mr MacGregor yesterday welcomed progress towards lower pay awards, but he gave a warning that the Government would not foot the bill for excessive settlements in the public sector.

The burden of debt interest faced by the Government during the next two years is forecast to be £1 billion lower in each year than expected at the time of the Budget. Savings come from lower levels of borrowing and lower inflation, which has made the cost of indexed gilts cheaper.

Mr MacGregor said that value for money in public spending was improving.

## Saunders sacked as two more told to go

By Lawrence Lever

Mr Ernest Saunders was last night sacked as chairman and chief executive of Guinness, the troubled brewing and leisure group. His sacking was announced after an emergency board meeting at which two more Guinness directors were asked to resign.

Mr Saunders originally stood aside as chairman and chief executive of the company last Friday. It was clear last night that this was only a temporary measure until a full meeting of the board could be convened.

After the meeting Lord Iveagh, the Guinness president, who bought Mr Ernest Saunders to the company in October 1981 said that he was "bitterly disappointed" by Mr Saunders' behaviour.

Mr Saunders originally stood down as chairman and chief executive of Guinness until the outcome of the DTI inquiry into Guinness was known. The company do not intend to pay Mr Saunders any compensation for the loss of his £375,000 a year job.

The two directors who were asked to resign were Doctor Arthur Furer and Mr Thomas Ward. This brings the total number of casualties to five. Apart from Mr Saunders, Mr Olivier Roux resigned as finance director on Monday. And Mr Roger Seelig, the high flying banker, was forced to resign from Morgan Grenfell, Guinness's former advisers, at the end of last month. At the same time Morgan resigned as Guinness's advisers.

Bank: 'Our hands are clean', page 23

## INSIDE US starts rush for extra visas

Thousands of people all over the world have rushed to take advantage of a rare increase in US immigrant visa quotas for this year and next.

The concession is designed to grant 10,000 visas to people with no particular claim on the US, mainly from Western European countries. The State Department has introduced a time limit to enable it to cope with the flood of applications.

Garda's fear  
A member of the Irish Republic's police force told the Special Criminal Court in Dublin that he feared for his life when a "loyalist" mob invaded a border village last August.

Tax cut call  
A call for a 3p cut in the standard rate of income tax and 10p off higher levels has been made by the Institute of Directors.

Up and down  
The pound rose above \$1.50 against a weak dollar for the first time since last summer, but it dropped to a record low of DM2.767 against the mark.

Conner ahead  
Dennis Conner, helmsman of Stars and Stripes, beat New Zealand, skippered by Chris Dickson, for the second time in the best-of-seven America's Cup Challenger series.

Rugby switch  
Jonathan Davies, the Welsh Rugby Union international fly half, is likely to switch to Rugby League after this summer's World Cup in Australia.

Energy savers  
As Britain experiences its coldest winter for years, the need to save energy becomes vital. A Special Report looks at how industry and the home are coping.

Portfolio  
The £8,000 prize in The Times Portfolio Gold competition, double the usual amount as there was no winner on Tuesday, was shared yesterday by two readers. Details, page 3.

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## 'We'll pay the bill' Currie promises

By Jill Sherman

The emergency measures announced yesterday in the Commons came after a crisis meeting with voluntary organizations chaired by Mrs. Edwina Currie, an Under Secretary of State for Health.

She promised them extra funds to ensure that all those wanting accommodation, food and warmth would get it over the next few days.

The Government would fund any extra costs incurred by the organizations concerned with the homeless. "Send us the bills and we will pay them," she said.

Mrs Currie expressed particular concern about young people in London but she emphasized that the help was both for those seeking accommodation and those who preferred to sleep on the streets. "No one should need to be out on the streets in this cold weather but we won't force anyone to go indoors."

She has asked Crisis at Christmas to co-ordinate an emergency service and pro-

vide sleeping bags, blankets, thermal clothing and food for the estimated 30,000 homeless living on London streets and a further 70,000 elsewhere.

Shelter, the Campaign for the Rootless and Homeless and the Salvation Army have also been asked to help provide volunteers and distribute the provisions throughout the city. The Government has agreed to fund volunteers' personal expenses, including petrol and transport costs.

The Department of Health and Social Security has also asked all its resettlement units to take in the homeless.

Mr Stuart Craig, administrator for Crisis at Christmas, spent the day combing London for sites for night shelters. Five were found and the organization was last night seeking blankets, with little success.

"Most of these people are on the streets, not because they want to be there but because local authorities have no statutory responsibility to house them," Mr Craig said.

## Top rugby games off

Saturday's opening matches in the Five Nations Rugby Union Championship, England v Scotland at Twickenham and Wales v Ireland at Cardiff, have been postponed because of travel difficulties for teams and spectators (John Goodbody writes).

It is the first time since 1947 that a Twickenham international has been rearranged because of bad weather; the 1952 game against Ireland was put off after the death of King George VI.

The championship will now begin on February 7 with Saturday's fixtures being played on April 4.

Playing surfaces remain excellent. Since last week, Twickenham and Cardiff Arms Park have been covered with heavy duty polythene sheets which can keep out up to 10 degrees of frost. Murrayfield in Edinburgh is the only British rugby stadium to have under-pitch heating.

World cup fear, page 40  
Championship delay, page 42



## Russians open up the doors of Kabul

From Christopher Walker, Kabul

As the Tupolev-134 jet carrying newsmen to witness today's ceasefire by Afghan and Soviet forces began its corkscrewing descent into Kabul airport, two Mi-24 helicopter gunships materialized on either side, firing flares to divert possible attacks by Stinger missiles now in the hands of the Muslim rebels.

For the 47 correspondents on board in one of the first such trips organized to the Afghan capital, it was a reminder of the uncertainty which surrounds the durability and nature of the unilateral ceasefire, claimed as part of a national reconciliation process designed to lead to the

eventual withdrawal of all Soviet troops.

As the flares burst into the clear sky at the rate of one every three seconds, members of the Aeroflot crew gazed down nervously for the signs of any guerrilla presence on the nearby mountains. A missile fired less than a month ago from the mountains hit a Soviet military plane in an incident still shrouded in secrecy.

When our plane touched down, hundreds of camouflaged Soviet military aircraft, heavy fortifications around runways and tell-tale puffs of black smoke from the surrounding mountains were evidence of the formidable security problems still facing Soviet troops.

The visit of correspondents from many major Western news organizations who had been fed an uncharacteristically lavish caviar breakfast en route from Moscow - were part of a propaganda drive by Moscow and the Afghan Government of Dr Najib to convince the guerrillas and world opinion that the ceasefire offer is genuine.

But despite these efforts - including the portraits at the airport of a Soviet and Afghan soldier gazing into each other's eyes over a red carnation stuffed symbolically down the barrel of a rifle - neither Afghan officials nor Western diplomats based here were able to predict whether the ceasefire would hold. Their uncertainty was re-

flected by a senior Afghan official who briefed the group about trips to outlying regions to view the progress of the truce. Asked which areas could be visited, the official said with embarrassment: "Due to certain considerations, I am afraid that at present, we cannot tell you."

Despite the initial scepticism which greeted the announcement of the ceasefire, there were pointers yesterday that experienced Western observers in Kabul were beginning to take the offer as more than a simple propaganda ploy.

One senior diplomat told The Times that in addition to a recent marked reduction of

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## Rumours grow in Peking of Hu dismissal

Peking - Speculation mounted here yesterday that Mr Hu Yaobang, General Secretary of the Chinese Communist Party, is in danger of being dismissed from his post, if he has not been already (Robert Griesse writes).

Japanese news agencies speculated that Mr Hu had been dismissed, as rumours grew that the Central Committee was in secret session.

Mr Deng Xiaoping, China's leader, is believed to have been unhappy that Mr Hu did not do more to prevent the recent student demonstrations. Mr Hu, regarded as Mr Deng's possible successor, has also proved unacceptable

Deng's déjà vu, page 14

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January 14 1987

## PARLIAMENT

# Labour fury as Hurd rejects free TV plan

Mr Douglas Hurd, Home Secretary, announced today that the Government had rejected the Peacock committee proposal that pensioners on supplementary benefit should be exempt from television licence fees.

Mr Hurd also announced that television licence fees will be linked to the retail price index from April 1988; that black and white television licences will be kept at the present level relative to the colour fee and acceptance in principle of the Peacock recommendation that the BBC should have a greater role in collecting licence fees.

He said: "We accept the judgement of the Peacock committee that the BBC should not be financed through advertising and that, for the time being, the licence fee should remain the principal source of income."

We have commissioned an expert study of the technical and economic feasibility of subscription which, in principle, we find attractive. We should receive this in the spring, but it is in any case clear, as Peacock noted, that this form of funding could not be introduced for some years.

I have already announced that the colour licence fee will remain at £58 until March 1988. We have decided that thereafter it should be indexed to move annually in line with the retail price index. That will provide secure and predictable funding for the BBC, consistent with the principle of its constitutional independence.

Increases in the licence fee will in future be determined on precisely the same basis as increases in pensions and benefits.

As Peacock proposed, the new colour licence fee will be calculated on a notional licence fee for 1987-88 of £60. In April 1988 the fee will be increased by an amount which reflects the percentage annual change in the RPI as measured at October 1987.

Given the past tendency of BBC costs to rise faster than inflation, this form of indexation will provide a strong incentive to practise efficiency and care in undertaking fresh commitments.

The Government see the new arrangements I have announced as lasting for at least three years from April 1988. Any departure from them should be wholly exceptional and for clearly stated reasons.

We believe that people should have the option of receiving black and white television and taking out a significantly cheaper licence. Accordingly, despite Peacock's suggestion that the monochrome licence fee might be brought closer to that of the colour licence, we have decided that the monochrome licence fee should remain broadly at its present level, so it will be indexed on the basis I have described, starting from a notional baseline of £20 and continuing to provide a cheaper alternative licence.

We have looked again at the arguments for concessionary licences. We are satisfied that there are overwhelming objections, both on principle and on grounds of practicality, to the Peacock committee's proposal that pensioners drawing supplementary pensions should be exempt from the licence fee (Opposition cries of "Shame").

We reject Peacock's suggestion which envisaged financing this proposal through a separate car radio licence. In the light of those decisions we have decided to keep the existing arrangements for concessionary licences for those in residential care.

We accept in principle the Peacock committee's view that the BBC should be given a bigger role in collecting the licence fee. Accordingly, we have decided to accept its proposal that the BBC should act as a managing agent, on a consultative basis, to the Home Office be-

cause we think that that might well lead to a confusion of responsibility.

While the Government will clearly need to determine the level of the licence fee and any concessionary arrangements, we believe, subject to study of the detailed implications, that the BBC should become directly responsible for collecting this revenue and for enforcing the licence fee system.

The BBC's Board of Governors, accept in principle the merits of this approach. We shall be exploring together the detailed implications with a view to proposing any necessary changes in the law.

Since the last settlement the Home Office, in consultation with the BBC and the Post Office, have carried out a thorough review of existing methods and examined possible new methods of payment. As a result both we and the BBC see attractions in arrangements under which licences could be issued on a pay-as-you-go basis, but this is in any case clear, as Peacock noted, that this form of funding could not be introduced for some years.

We shall be considering further with the BBC how this could be put into practice.

Meanwhile we intend to make the public aware of the various schemes which already exist for payment.

We aim to increase convenience of payment for the consumer, to help those in financial difficulty to spread the cost of the fee, to minimize enforcement and administration costs, to reduce the levels of evasion and late payment and to enable the BBC to maximize its revenue while keeping the cost of the licence fee down.

Mr Gerald Kaufman, Opposition spokesman on home affairs, said that the Government had abandoned any idea of imposing advertising on the BBC. However, on another aspect, Mr Hurd has been less precise and forthright. He says that after March 1988, licence increases will be on a notional basis of £60, but does not spell out what it means exactly for licence holders.

Does it mean that on April 1 1988 the Government will put up licences to £60 and add to that the cost-of-living increase of up to £37?

If I am not mistaken in that, the Government is to have what they hope will be a post-election increase in the licence of £5 a year from April 1 next year. It is important that the country should know that that is what the Government is planning.

The Home Secretary has accepted the Peacock proposal for a licence based on £60, but one ingredient of that was a free television licence for pensioners. He has merely rejected that recommendation. He picks and chooses among the Peacock recommendations, accepting those which suit him and rejecting any which would help the poor.

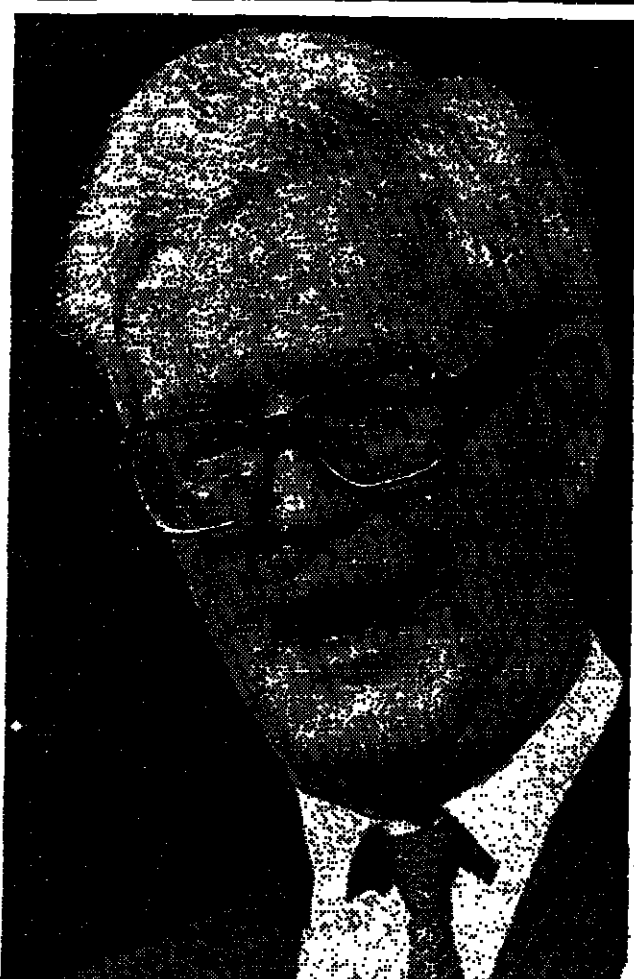
The Labour Party believes that the finances of the BBC should be re-examined in a way which addresses itself to the problem of licences as a regressive poll tax. The party reasserts its commitment to phase out concessionary licences for all pensioners.

Conservative MPs: How much? Mr Kaufman: I am coming to that. We regard that public expenditure as a far more socially compassionate use of public money than £16 million of taxpayers' money which the Government has squandered on selling off British Gas.

Mr Hurd: In October this year, the sums will be done to calculate the RPI between September 1986 and September 1987, exactly as happens for pensions and other benefits. From April 1988, that indexation will be applied as an increase in the RPI of the notional licence fee of £60. So the amount of increase will depend on the efforts of the Labour Party to push up inflation.



Mr Gerald Kaufman (left): Plea for more precision from minister. Mr Hurd: TV licence fee will be linked to prices.



## Government cash to aid charities for homeless

The Government is underwriting the additional expenses of voluntary organizations for their crisis intervention work for homeless people during the present severe cold weather. Mr John Major, Minister for Social Security, said in the debate on the problems of pensioners in the cold weather.

He said that the Government had been helping to co-ordinate the activities of those organizations and had given additional money to fund extension of their activities.

The efforts of the voluntary bodies were being co-ordinated by the Crisis at Christmas organization and some new night shelters were opening that day in London.

He urged Opposition MPs to stop suggesting that this winter's heating bills might not be excessively high because of the mild weather in December.

Mr Meacher moved an Opposition motion stating that the Government had deliberately chosen such a low threshold as to make the scheme for the exceptionally severe weather payments scheme to ensure that help was difficult to obtain and insecure in provision.

Noting that single pensioners were now £8 a week worse off than under Labour's formula, and married couples £12 a week worse off, the motion also called on the Government to pay £5 a week automatically and as of right to all the poorest and most needy pensioners and to families with small children.

He said that the Labour Party had launched a debate a month ago demonstrating that the

## COLD WEATHER

Government's proposed scheme was a cruel farce because it had been rigged in such a way that hardly any pensioners would get a penny.

Labour had pressed for improvements in the scheme before it was introduced, but the Government took no notice. Nor did it take any notice when the Opposition held another debate before Christmas, trying to reconsider.

Then last week had been desperately cold and culminated in the coldest night for a quarter of a century. If ever there was a need for exceptionally severe weather payments it was last week. But only one area out of the 64 weather station areas in the country triggered the minus 1.5 degree threshold and that was a remote part of south-west Scotland where there were probably more sheep than people.

It was obvious that the scheme had fallen down at the first hurdle, but two days ago, faced with evidence of the scheme's ineffectiveness, ministers were still saying the new scheme should be given a try. The next day, the Prime Minister denounced the scheme as a bureaucratic procedure and a ministerial statement was made confessing that it did not matter what the temperature ratings were, the qualifying pensioners would be paid.

So was the Government now discarding this miserable little scheme altogether and replacing it by payments as of right throughout the winter to the

poorest and most needy pensioners?

There were a million or so pensioners with incomes only slightly above the supplementary benefit line who were just as much in need struggling to pay their fuel bills.

Labour would include them in the regular weekly £5 payment of special winter fuel premium. The Government had not even included them in the single one-off payment it had conceded for one week.

Most pensioners saved for their funeral and a funeral today cost more than £500. Under the scheme, money reserved for your funeral made it more likely that you would not get the help to stay alive.

There was one other matter he found very disturbing. He had been having the greatest difficulty in obtaining information about temperatures. He put down a parliamentary question for answer yesterday asking for average weekly temperatures last week in all 64 areas of the country. He was told in the evening from the press office that the answer said that the information could not be given.

He has now found out why. The Meteorological Office would not give the information on temperatures because it was run by, of all organizations, the Ministry of Defence.

He had also since discovered that a circular had been issued forbidding officials to give any information that might be contentious. Apparently day and night temperatures came into that category.

## Bill plan for debt payment

Mr Allan Stewart (Eastwood, C) was given leave under the 10-minute rule procedure to bring in a Bill to establish a legally enforceable system of penalties on late payment of debts.

He said this would help hundreds of thousands of small firms and the self-employed who were owed an estimated £37 billion. The late payment of debts caused cash-flow problems, closures and serious personal strain. In his own constituency, for example, one small firm was in such trouble that it had gone to a debt collector. But it was now having to sue him.

The balance should be changed in favour of the honest small businessman so that he could prosper and expand in the sure knowledge that he was going to get what he was owed in a reasonable time.

The Bill was read the first time.

## Plea for poor poachers

Ordinary, working-class salmon poachers who took the occasional "one for the pot" should be let off with a friendly warning in view of the fact that the Duke of Argyll had been getting away with free depositions of illegal net fishing, Mr Dennis Canavan (Falkirk West, Lab) said in the Commons.

Mr Peter Fraser, Solicitor General for Scotland, pointed out that the very serious problem being caused to the Scottish tourist industry by poaching.

He had also since discovered that a circular had been issued forbidding officials to give any information that might be contentious. Apparently day and night temperatures came into that category.

## Private power

Mr Nicholas Ridley, Secretary of State for the Environment, has agreed to review the position of the rating of private electricity generators in response to a request from Mr Peter Walker, Secretary of State for Energy, Viscount Davidson.

The Government spokesman told peers during questions in the House of Lords on electricity generation from wind power and other natural sources.

## House sales

About 17,800 council houses were sold to private tenants in Scotland in 1983, Mr Michael Ancram, Under-Secretary of State for Scotland, said during Scottish questions.

## New warships

Letters have been sent to about eighty firms asking whether they would like to participate in feasibility studies for new ships to replace HMS Fearless and HMS Intrepid, Mr Archibald Hamilton, Under-Secretary of State for Defence Procurement, said in a written reply.

## Caterpillar move attacked

The announcement of the proposed closure of the Caterpillar heavy engineering plant at Uddingston in Scotland with the loss of 1,121 jobs was criticized during Commons questions by Mr Malcolm Rifkind, Secretary of State for Scotland, who said he would hold urgent talks with the company.

"I regret and deplore the decision announced today. It is all the more extraordinary because as recently as four months ago the company announced a £62.5 million investment programme to secure the future of the plant."

Substantial financial assistance for the project had been offered by the Government and accepted by the company whose decision arose from a worldwide review of its growth capacity. No consultation with the Government had taken place before the announcement.

"I understand that the closure will be phased over at least the

## SCOTLAND

next year. This gives us the opportunity to explore with the company what can be done to retain operations and employment at the facility."

He was replying to Mr James Hamilton (Motherwell North, Lab), who said that £3.1 million of public money had been spent on the plant. It was a diabolical scandal, the Secretary of State said, and the Government had responsibility to do something about it.

Mr Donald Dewar, chief Opposition spokesman on Scotland, said that the company's decision was either the result of monumental incompetence or on behalf of the management or soulless cynicism. There could not be any other explanation for the astonishing turnaround in the past few months.

Could Mr Rifkind say if there

had been any public money put into the firm since the announcement about investment was made four months ago? Could he give a guarantee that there would be a full recovery of that public money?

What could be done about this sort of disgraceful scandal by a firm which had seemed to be so firmly established that it had featured in the Secretary of State's New Year message?

Mr Rifkind said he was not aware of any public funds that had been given to the company since September. If there had been, the Government would take steps for their recovery.

The decision announced in September was the result of very extensive review carried out by the company into its international operations. It was difficult, if not impossible, to understand any developments which would justify such a big change in its outlook now.

## Hailsham refuses Suez resignation

By Sheila Ginn, Political Staff

Lord Hailsham of St Marylebone, the Lord Chancellor, resisted a call for his resignation in the House of Lords yesterday for his role in the Suez crisis.

He strongly defended his actions as First Lord of the Admiralty in the 1956 Government which ordered the assault convoy to sail to Egypt, in spite of the grave misgivings of Lord Mountbatten of Burma, then the First Sea Lord.

When Sir Anthony Eden refused to turn back the convoy, Lord Mountbatten insisted that Lord Hailsham should give him a direct order to proceed.

His defence from the Woolpack came after Lord Hatch of Lusby, the Labour Party's Shadow Commonwealth secretary during the Suez crisis, asked why Lord Hailsham had not resigned after the revelations in the Cabinet papers released under the 30-year rule.

Lord Hailsham replied: "Because in my opinion I have nothing in my personal conduct with which to re-

proach myself in connexion with such matters."

He described Lord Hatch's question as "a clumsy attempt at a personal smear" and said he was not a member of the Cabinet until January 1957.

Many peers were furious that such a question was put down on the Order Paper, one describing Lord Hatch's judgement as "rather less sound than usual".

Mr Tony Benn, the former Labour minister, has also called for Lord Hailsham's immediate suspension and a special select committee investigation into the Lord Chancellor's personal involvement in the Government's "consequential deception" of Parliament and the public.

At the time of the crisis Lord Hatch was writing speeches for Hugh Gaitskell, Aneurin Bevan and Jim Griffiths at Labour Party headquarters. When they accused the Government of breaking international law and colluding with the Israelis they were called liars, he said. But the Cabinet papers have now revealed it to be true.

## Tories 'failing in their duty'

## HOUSE OF LORDS

The Government had failed in its duty to redress the imbalance in prosperity between the South-east and the rest of the United Kingdom which came after the collapse in manufacturing industry.

Lord Taylor of Gryffe (SDP), said in opening a debate in the House of Lords calling for an effective regional policy.

There was common ground, he said. All would agree that regional prosperity could not be achieved in the absence of national prosperity; there was a regional problem with some areas suffering disproportionately; in an upturn, the disadvantaged areas would be last to respond because of lack of investment and modernization; the division of the country was unjust, dangerous and wasteful.

After that, consensus ended, because he believed the Government had a responsibility to pursue a regional policy and had failed to discharge that responsibility.

The desperate situation in many northern areas could be illustrated by the fact that when Nissan advertised 200 jobs in Newcastle upon Tyne, 11,500 people applied. That was the reality of the North-South divide.

It was also a reality that 94 per cent of jobs lost since the Government came to power in 1979 had been in the depressed areas of Scotland, the North, Northern Ireland and the Midlands, while the South had lost only 6 per cent.

It was suggested that the problem would be solved by market forces because, if there was surplus labour, wages would come down and employers would seek more workers, with the reverse being the case in the prosperous areas.

"If there had been any justification for that view, this would already have happened, but it has not taken place. There are the same distressed areas today as there were at the end of the First World War."

What wisdom was it that led the Government to cut regional support, which was employment-creative, and with the money saved paid people to stand idle on the dole queues?

That was madness, said Viscount Brentford (C) who said the service industries alone were not sufficient for the needs of the United Kingdom; manufacturing industry must continue. More consideration should be given to focusing the resources for one industrial sector in one place.

Lord Selson of Garston (Lab) said that everyone now accepted there was a divide between the North and South, only the Prime Minister did not.

"It is time some men in the Conservative Party took the lady to one side and whispered a few home truths in her ear about the economic situation."

Lord Grimond (I) said that one of the main causes of the problem was centralization with too much influence and power being concentrated in London.

It was time to look again at devolution, certainly in Scotland where feelings were rising again, and Wales.

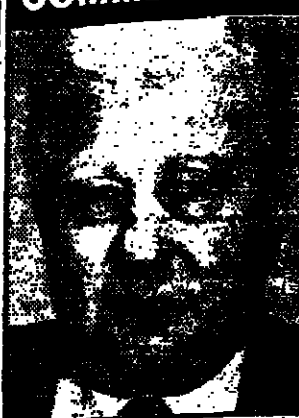
The Bishop of Manchester, the Right Rev Stanley Booth-Clibborn, said the North was a wonderful place to live - if you had money.

The statistics were horrifying: unemployment in Manchester had increased from 11 per cent in 1978 to 24 per cent in 1985 and in many areas half the adult male population was without work.

Unemployment was not the only cause of poverty; there was also low pay. Recent research showed that half of those in work in Manchester were on poverty wages.

The United Kingdom was in the grip of a new industrial revolution, but the mistakes of the first revolution should not be repeated. A way had to be found of distributing equitably the benefits of technological change without destroying incentive and innovation. The country was not doing very well in facing up to that challenge.

## COMMENTARY



Geoffrey Smith

What chance is there of averting a transatlantic agricultural trade war? If there is no agreement before then the United States will at the end of this month impose swinging tariffs on a carefully targeted list of imports from the European Community. If that happens, the Community will certainly retaliate in kind.

Just how severe the Community's retaliation would be is under discussion this week by officials of the member governments. There was no agreement on Tuesday and the talks are being resumed today.

The principal point of contention is how high an additional levy should be placed upon imports of American beef-stuffs if the United States does go ahead with its threats.

The division within the Community is a familiar one. The principal voices arguing for relative caution are the British, the Germans, the Dutch and the Danes. Those taking a more hawkish line are the French and probably some of the Mediterranean countries.

There is no disagreement that the Community must be prepared to take counter-measures if necessary. The European Commission would be negotiating at a hopeless disadvantage if it was only the Americans who seemed to have the stomach for punitive action.

But if the European response is excessive, a reaction could be started which could easily get out of control.

The French and their supporters are less inhibited by such fears for what appear to be a variety of reasons. They seem to have little sympathy in principle with the American complaint, and they may be embarrassed by it in practice.

American farmers, many of whom are already in a sorry plight, are objecting that with the enlargement of the Community they will in future be competing at a severe disadvantage with European suppliers in the lucrative Spanish grain market. To which the French reply that this follows inevitably from enlargement, and the Americans should have complained earlier if they were going to object.

The French Government may also have in mind that to reconcile its farmers to the greater competition they would face in Mediterranean produce after enlargement it pointed to the attractions of the Spanish grain market. It might be awkward if the Americans were after all to keep a significant share of grain sales in Europe.

There also appears to be some impression that the Americans might be bluffing or, alternatively, that if they are determined to have a trade war then it might as well come sooner rather than later.

Both of these ideas seem to me utterly mistaken. I have no doubt that the American Administration would prefer to avoid a major trade war. But it faces growing protectionist sentiment at home and is now in a much weaker political position to resist it. It will have to take action if it cannot offer some solace to its grain farmers.

American protectionism should not, however, be regarded as irresistible. Some protectionist measures will probably be passed this year. But they do not have to be draconian. The potential for assistance comes not only from the Administration, but also from other interest groups which would be adversely affected and, to a greater extent than is generally realized, from within Congress.

Protectionism not inevitable

So much is heard about all those, especially Democrats, who won their elections on a protectionist platform. But there are influential figures on Capitol Hill, among the Democrats as well as the Republicans, who take a very different line. The outcome is not a foregone conclusion.

So it is well worth striving for a compromise on agriculture in the talks that will be resumed with the United States next week.

Both sides are at least talking about the same question: how large a low-tariff quota of grain sales to the Community should be offered to American farmers by way of compensation. If there is good will, it ought not to be impossible to find a figure.

## Protests on college merger

A government statement at question time in the Commons on the merger of Dundee and Aberdeen colleges of education brought protests from MPs concerned about the distance between the two institutions.

Mr John Mackay, Under-Secretary of State for Scotland, told the House that he had endorsed the main principles in the report of the working party set up to consider implementation of the decision to merge the two colleges, including the report's recommendations for the pre-service rationalization of community education and secondary teacher training.

Mr Gordon Wilson (Dundee East, SNP) asked if it was not a nonsense geographically to link together two colleges which were 60 miles apart and served very distinctive areas of east-central and northern Scotland. How would this merger, with the rationalization that would take place, help the educational provision in the areas concerned?

Mr Mackay said that the merger could be made to work.

Parliament today

Commons (2.30): Coal Industry Bill, remaining stages. Lords (3): Family Law Reform Bill, 1st reading.

## Younger to speak on race query

By Martin Fletcher, Political Reporter

Mr George Younger, Secretary of State for Defence, is to appear before the defence select committee later this month to explain why the Ministry of Defence has twice failed to supply details of how many blacks and Asians there are in certain units of the Armed Forces.

The committee first asked for that information, and for information on black and Asian promotion prospects, last summer, but in November were told the information was not available.

Committee members took the view that the ministry "could have bloody well gone out and counted", and later that month sent another demand for the information by the end of the Christmas recess.

Again the information has not been supplied, but Mr Younger will explain to the committee on January 28 why, as a matter of policy, the ministry will not compile such figures. A ministry official said that the Forces had always been "colour blind".

## Tusa calls for brave decision

By Our Political Reporter

Mr John Tusa, managing director of BBC External Services, challenged the Government yesterday "to take the brave decision of authorizing the historic step into international television."

In evidence to the foreign affairs select committee, Mr Tusa outlined plans for an initial BBC world television news service of two 30-minute bulletins a day, and said: "We believe that the BBC, and Britain, would be throwing away a priceless asset if, instead of capitalizing on its work and reputation abroad, it is seen to be leaving the field to others."

The MPs, who are conducting an inquiry into Britain's "cultural diplomacy" efforts abroad, were told that the cost of establishing such a service would be relatively tiny.

Most equipment would be provided by BBC Television, but additional hardware would cost £1.25 million. Producing the programmes would cost £5.8 million a year, and the initial cost of transmitting them to customers would be £2 million, although that would quickly be offset by revenues.



Mr Tusa: Need for Bush House "extension".

BBC External Services has put its proposals to its immediate financiers, the Foreign Office, which is considering them but has said that there will be no rapid answer.

Mr Tusa, however, said that the technology was available, feasibility studies had been completed, pilot programmes made, markets tested, and "we would like to go ahead as soon as possible."

Arguing the case for such a service, Mr Tusa said that the BBC world radio service was unique in offering an unbiased "corrective view of the world", and that a television service

based on the same editorial principles "could provide that even more powerfully."

There were now 700 million television sets in the world and "to ignore this new media revolution would be to limit unnecessarily and short-sightedly an increasingly important means of reaching and influencing overseas audiences."

The Americans and the French were already operating such services, other governments were considering following suit, and Britain, which could offer a superior service, was in danger of being left behind.

The programmes would be beamed around the world by satellite and existing channel operators would pay to take them.

Mr Tusa agreed that there was a possibility of their being pirated, but said that that would be viewed "with equanimity" so long as they were not interfered with editorially. It would be technically possible to encode the signal.

Mr Tusa linked his appeal with a call for a 1.5 per cent increase to the External Services' £110 million budget.

PUBLIC Part wic tena

TUESDAY

WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

THE WORLD'S FAIR

PERSONAL COLLECTION

ENTERTAINMENT



## PUBLIC EXPENDITURE

Road repairs

Aids cash

Housing review

£1bn defence cut

# Partnership aims at wider choice for tenants and owners

By Christopher Warman, Property Correspondent

Local authorities should rethink their traditional role in the provision and management of housing in the light of the Government's aim to create more diversity in the rented sector, the Department of the Environment says in the White Paper.

"The provision of rented housing by agencies other than public bodies needs to be encouraged where possible, using new forms of private finance that are becoming available so as to bring more variety and competition to the rented market and to make more effective use of limited public resources", it says.

The department suggests that higher rents should be charged in some cases so that those tenants who could afford it contributed more to the provision and maintenance of their own homes.

The Government is also seeking a partnership between the public and private sectors to bring owner occupation alongside rented housing, instead of segregating the tenures.

One example of this con-

## HOUSING

cerns housing associations, until now funded almost entirely by public spending. The Housing Corporation's 1987-88 programme includes provision for the first time for a new scheme of 30 per cent grant, allowing, for example, £30 million of public money to produce a £100 million programme of experimental, mixed public and privately funded schemes.

The White Paper outlines the main aim of government housing policy as giving people a better choice of housing by encouraging the spread of home ownership for those who want it (up from 57 per cent in 1979 to 64 per cent in 1986 in England), and providing a wider variety of rented housing for those who cannot afford, or do not want, to become home owners.

Acknowledging that most spending on housing already comes from the private sector, the White Paper says that public spending remains "substantial" and is designed to

secure greater value for money, concentrating on functions that cannot be carried out by the private sector, or where public money can be used to attract private sector investment in areas which until now have relied on public investment.

The figures show that council-house building has declined sharply from 39,700 in 1981-82 to 20,800 last year and 9,000 for the first half of 1986-87. The Government urges local authorities to spend much of their capital budgets on repairing and improving existing housing stock.

Renovation work in 1985-86 amounted to £1.2 billion, an increase of 66 per cent compared with 1979-80. The proportion of total capital expenditure going on renovation has increased from 32 per cent to 45 per cent in the same period.

Total housing spending in 1986-87 is estimated at £2.8 billion, the same as for 1985-86, and is planned to increase in 1987-88 to £3.2 billion, reducing to £3.1 billion in 1989-90.

## Streamlining cuts cost of state firms

By Tim Jones

The extensive streamlining of nationalized industries, achieved against a background of bitter strikes and dogged political opposition, has enabled the Government to forecast that its expenditure on trade and industry will be reduced to just £1 billion by 1989-90.

The government figures show that an estimated £1.6 billion was spent in 1986-87. The planned expenditure for 1987-88 is £1.3 billion, falling to £1.1 billion in 1988-89.

According to the report, the decline mainly reflects the increased ability of the nationalized industries sponsored by the Department of Trade and Industry to meet their financing requirements from their own resources.

A continuing decline in smoke-stack industries is shown by the decision to place particular emphasis on carefully targeted industrial research and development programmes.

Particular regard is also to be given to selective financial assistance intended to improve the technological and commercial competitiveness of British companies.

The department's programme includes expenditure on regional development, on nationwide schemes of support for particular investment projects, on industrial research and development, with particular emphasis on the application of new technologies, and on benefit schemes for redundant shipbuilding and steel workers.

Support for Aerospace will move, between 1986-87 and 1989-90, from £34 million in expenditure to £10 million in income, as a result of a reduction in aid coupled with an increase in receipts from

## INDUSTRY

previous shared cost contracts.

For shipbuilding, the figure for the same period will decrease from £27 million to £26 million; for steel manufacture, support during the period will rise from £7 million to £8 million.

The special assistance given to small and medium-sized enterprises in certain steel, shipbuilding, textile, fisheries and tin closure areas began in November 1984. Gross expenditure for the scheme, which is largely funded by the European Regional Development Fund, is expected to rise from £5.6 million in 1985-86 to £20.7 million in 1986-87.

Expenditure on space technology will be maintained at around £30 million a year, the bulk of this going in contributions to the European Space Agency. A significant proportion of this money comes back to the UK in payments to companies for contracts.

In 1986-87, 52 per cent of the UK's contribution is for communications satellite programmes. The remaining £14 million in 1987-88 is support for domestic space technology, which is funded jointly with UK industry.

The Department of Trade and Industry's running costs over the survey period reflect a reduction in manpower from the present total of 12,843 to 12,463 in 1990.

In 1985-86, gross running costs were around £245 million, of which about £90 million was recovered by way of revenue raised by the department's fee-earning bodies. For 1986-87, gross running costs are estimated at £267 million, with approximately £100 million being recovered.

## Schemes created more jobs

By Tim Jones

Although the transition from heavy manufacturing to services and high-technology industries has caused thousands of jobs to be lost, Department of Employment figures show that more real jobs are being created as a result of government measures.

The department's expenditure plans show that spending on employment measures will increase from £1,309 million in 1986-87 to £1,470 million in 1989-90. Expenditure

## EMPLOYMENT

on enterprise initiatives and job creation is planned to increase from £213 million to £300 million and spending on training is to increase in the same period from £1,434 million to £1,780 million.

The department's total expenditure, including such areas as health and safety at work and industrial relations, is earmarked to increase from £3,789 million in 1986-87 to £4,240 million in 1989-90.

Because of increased efficiency, the cost of placing a person in work through a Jobcentre is expected to decrease from £54 in 1987-88 to £51 in 1989-90. In 1986-87, figures are expected to show there were 2.6 million vacancies notified and 1.9 million placements.

About 360,000 people are expected to enter the Youth Training Scheme in 1986-87 and a further 75,000 who started training in 1985-86 are expected to continue into a second year in 1986-87. Surveys show that about two thirds of young people who leave YTS get jobs or go into further training or education.

The gross cost of £2,890 per filled place is expected to fall to £2,600 in 1986-87. The Enterprise Allowance Scheme is expected to help 100,000 people to set up in self-employment by 1987-88.

## Surpluses cost set for record

By John Young

A sharp rise in demand for grain, caused largely by a drought in Spain last year, is responsible for a drop in estimated public expenditure on intervention buying of surplus food stocks, from £1,857 million in 1985-86 to £1,295 million in 1986-87.

## FARMING

But the figure is still nearly twice that of five years ago and, in spite of attempts to curb farm spending, intervention buying is expected to rise to a record £1.88 billion by 1989-90.

The White Paper points out that storage costs have risen from £15.5 million in 1981-82 to £134.2 million in 1986-87. The trend is upward for most commodities.

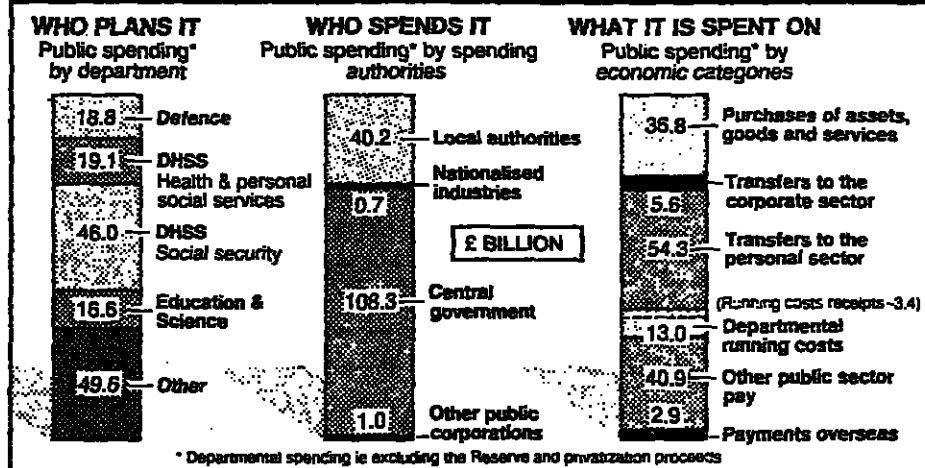
At the Community level, the budgetary costs of the Common Agricultural Policy (CAP) are outstripping the finance available. Agricultural guarantee expenditure is expected to exceed 1986 guidelines, and the Commission has indicated that, unless action is taken, there could be significant over-spending in 1987.

Assistance for the restructuring of the United Kingdom fishing fleet is predicted to rise from £10.9 million in 1983-84 to £24.3 million in 1986-87.



Nigel Lawson: Architect of the White Paper.

## PUBLIC SPENDING 1987-88



## Police, prisons and victims of crime will benefit

By Peter Evans

The Conservatives will go into the next general election with more spending on law and order as part of their campaign.

Increased expenditure is planned for police, prisons and victims through to 1989-90. There will also be additional capital spending on the fire service.

The Home Office said yesterday that the increases were in a sector to which "the Government has consistently given priority".

For 1987-88 provision is made for police establishment increases of 300 for the Metropolitan Police and 500 for provincial forces, and for more civilian recruitment.

Overall police strength is planned to rise to 124,363 and

## LAW AND ORDER

civilian strength to 46,434 by March 1988, compared with averages for 1986-87 of 121,660 and 45,092.

The total provision for the police is increased by £329 million in 1987-88, £426 million in 1988-89 and £508 million more in 1989-90 than previously planned. Plans for 1988-89 and 1989-90 will be reviewed in the light of recruitment and progress.

Allowances are made for the design costs of two new prisons in the building programme, to provide an additional 1,200 prison places. This brings the building programme up to 20, of which three Wayland, Stocken, and Thorn Cross - have already been completed. Three more - Full Sutton, Littlehey and Mount - are due for completion in 1987.

To provide for the prison building programme in 1989-90 and allow the rest of the programme to continue at agreed levels, increases for the prison service amount to £20 million in 1987-88 and £5 million in 1988-89, with £44 million more in 1989-90 than was planned for 1988-89.

For crime victims there will be an extra £2 million in 1987-88 and £3 million in 1988-89, with £4 million more in 1989-90 than was planned for 1988-89.

To enable standards of fire cover to be maintained fire service present expenditure is increased by £1.2 million in 1987-88 and £134 million in 1988-89.

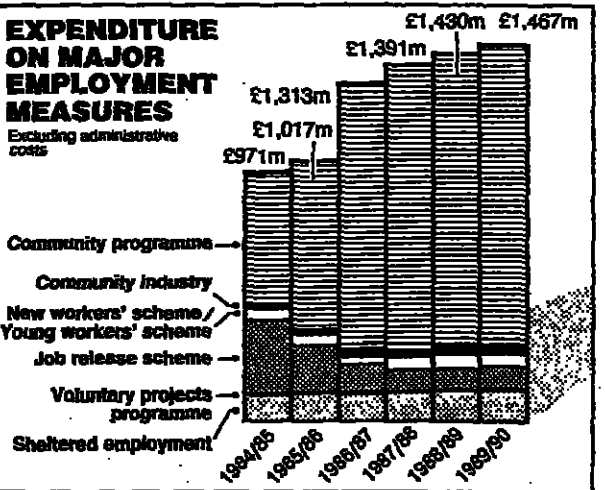
## More for services in Wales

By Tim Jones

Proposals to increase expenditure on roads, education, health and other services would raise government expenditure on Wales from £3,028 million in 1986-87 to £3,390 million by 1989-90. One of the biggest increases

## WALES

will be in health and personal social services, up from £1,130 million to £1,320 million. Road and transport expenditure is set to rise to £340 million.



## £1.5 billion to improve motorways

By Harvey Elliott

More than 450 miles of roadworks are to be carried out by the Department of Transport over the next three years in a £1.5 billion programme to improve Britain's motorway and trunk route network.

Department of Transport statisticians predict that over their design life the new roads will produce £1,600 million savings in time and operating costs for business users and industry and £1,200 million for private users. The work will, they claim, also save about 2,500 injuries each year and 15,000 accidents.

The main effort will be concentrated on motorways and trunk routes and will include 230 miles of bypasses. Top priority will be to complete the motorway network, especially the M40 and the M20 to Ashford section of the M20, the Newcastle bypass and the A1/M1 link, and the fourth lane which has now become necessary on the M25 around London.

Engineers will also complete a nationwide survey of motorway bridges which have been badly affected by water corrosion and de-icing salt. The Government has ordered that

## TRANSPORT

salt should not be used on main roads in winter where possible because it seeps into the cracks and causes potentially dangerous corrosion in the joints.

But the freezing conditions now affecting Britain have meant that many local authorities and motorway maintenance teams have been forced to switch back to the use of salt just to keep roads open. So the problem of the bridges is likely to prove even more severe.

At the same time, work is expected to begin in the one in

five older bridges on smaller roads which will need strengthening before 40-ton lorries can be allowed to use them.

Remedial work on these older bridges is likely to cost about £450 million, "but this can be spread over a number of years and part of it covered within existing maintenance programmes," the report says.

In all, the Department of Transport will be responsible for more than £5 billion of expenditure each year for the next three years, with by far the largest proportion being spent on roads either by local authorities or directly from central government.

## Extra money goes to fight Aids and cut waiting lists

By Jill Sherman

Spending on hospital and community health services will increase by over £1.5 billion in the next three years. Allocations to these services will rise by £626 million in 1987-88 and by another £938 million to nearly £12 billion by the year 1989-90, according to the White Paper.

The figures confirm those announced by Mr Norman Fowler, Secretary of State for Social Services, in the autumn statement last year and show that although health authorities will get a 2.2 per cent increase over inflation next financial year, bringing hospital spending up to £10,972 million, this will drop to an estimated 1 per cent increase in the succeeding two years.

Spending on family practitioner services, which are not cash limited, will increase by over £300 million next year and by a further £450 million in the next two years, bringing total NHS expenditure up to £16.76 billion by 1989.

Capital spending on hospital developments will increase from £762 million to £786 million next year, £811 million in 1988-89 and £842 million in 1989-90. The Government is also

## HEALTH SERVICE

expecting sales of National Health Service land to reach over £130 million from 1986-87 and to increase substantially over future years, enabling health authorities to improve existing investment plans which include the building of 100 hospital developments in the next three years.

The White Paper reiterates the Government's priorities for the health service which include reducing waiting lists, combating the spread of Aids, tackling drug misuse and increasing the number of operations in key areas. Mr Fowler set targets for new growth following the autumn statement.

By 1990, the number of coronary artery by-pass grafts would be increased by 6,000 to 17,000, the number of hip operations by 10,000 to nearly 50,000, the number of cataract operations by 15,000 to over 70,000 and the number of bone marrow transplants by 300 to 550.

Total spending on the personal social services will increase from £2.6 billion this year to £2.8 billion in 1987-88 and to £3 billion in 1989-90.

## Budget cut of almost £1bn in real terms

By Michael Evans

Whitehall Correspondent

Spending on defence will be reduced in real terms by just under £1 billion in the next three years, from the estimated out-turn of £18,075 million at the end of 1986-87 to planned expenditure of £17,120 million by 1989-90.

However, the Treasury said that the "slight decline" in the defence budget should be set against the background of the huge increase in expenditure of 27 per cent between 1978-79 and 1985-86, when Britain, for the first time, ended its commitment to Nato of an annual 3 per cent growth.

The figures show that in 1987-88 the actual cash that will be spent will be £18,784 million but that does not take inflation into account.

Substantial quantities of new conventional equipment have been ordered for the three Armed Forces since the Conservatives came to power in 1979, including 55 major ships for the Royal Navy and 500 aircraft for the Royal Air Force, the estimates emphasise.

The Government's view remains that no equivalent spending on conventional weapons could have anywhere

## DEFENCE

near the same value as Trident in preventing war "or offer a better assurance for the long term".

However, since 1979, orders for conventional equipment have included five nuclear submarines, 12 Type 23 and Type 23 frigates, 23 Sea Harrier aircraft, 21 Sea King Mark 4 helicopters, seven regiments of Challenger main battle tanks and 23 battalions of Warrior and Saxon armoured personnel carriers. The Government underlines the fact that the increased competition in defence procurement continues to provide significant savings. For example, the batch order for three Type 2400 diesel submarines saved £20 million on the previously estimated cost.

The Ministry of Defence is also pursuing a wide range of efficiency measures in other areas.

Contracting out support services to the private sector has also brought savings. Since 1979 it has accounted for a reduction of some 8,500 posts, saving about £30 million a year so far.

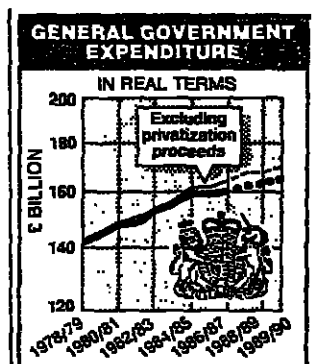
## Inexorable rise for N Ireland

By David Sapsted

Public spending on Northern Ireland will continue its inexorable rise in the next three years as the Government grapples with housing, employment and, inevitably, law and order.

Expenditure is expected to rise by 12 per cent by 1989-90 with law and order costs rising from £479 million to £540 million by 1990.

More than a third of gov-



## Exchequer set for big bonus on electricity

By David Sapsted

The Department of Energy will operate "in the black" for the first time in 1987-88, thanks to profits from the electricity industry.

Electricity's positive cash flow means that its external financing limit (EFL) for the year is estimated at minus £1,305 million, enabling the department to become a net contributor to the Exchequer to the tune of £85 million.

The coal industry remains the biggest drain on the department. Its EFL is put at

## ENERGY

£737 million and another £204 million is earmarked under the redundant mine-workers payment scheme.

Nuclear research and development is expected to cost £171 million, a drop of £10 million on the current year, while non-nuclear research will get a £1 million boost to £46 million.

The White Paper says: "The promising but uncertain technologies such as wind, hydro, tidal and geothermal hot dry rocks need more development to achieve the cost reduction and improved performance necessary for them to become economically attractive."

Expenditure on energy efficiency projects will amount to £18 million during the year, the department identifying potential savings of £7 billion - 20 per cent of Britain's total energy bill.

The Energy Efficiency Survey Scheme is expected to lead to savings by non-domestic consumers of £110 million during 1987.

## SCOTLAND

distinctive geographical and social needs.

"I have given special priority to spending on the health service. I have provided for increases well above the rate of inflation to meet needs arising mainly from higher numbers of elderly people and to deal with other priorities," he said.

Mr Riffkind added that gross public capital investment in Scottish housing of £720 million next year represented an increase in real terms of 5 per cent since 1979.

## DIARY OF THE TIMES CLASSIFIED

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# Public scrutiny of promotions in Civil Service urged

By Michael Evans, Whitehall Correspondent

Promotion to the top jobs in Whitehall can often depend on individual Civil Servants "catching the eye" of the Prime Minister and impressing her during meetings at No 10, according to a report published yesterday by the Royal Institute of Public Administration.

But suspicions that Mrs Thatcher's Government is attempting to "politicize" the Civil Service "via the back door" by approving the appointment of officials who concur with her political views is rejected as "groundless". It is not political sympathies that appeal to the Prime Minister but Civil Servants who have the "can do" approach, the report says.

However, the report, which follows an inquiry into appointments in Whitehall by a working group of the institute, calls for a much more open system, with experts from the outside being brought in to scrutinize promotions.

The institute group, which included two former Cabinet Ministers, Mr David Howell, Secretary of State for Energy and then Transport between 1979 and 1983, and Lord Barnett, a former Chief Secretary to the Treasury for Labour, received no official blessing from Sir Robert Armstrong, Head of the Civil Service, who said it would be

"inappropriate" for him to give evidence.

The report emphasizes that "if the outside world is to be convinced that the best people are being chosen in the best way, selection procedures should cease to be treated as private."

The inquiry finds that since 1979 the Prime Minister and her ministers have paid more attention to senior appointments and promotions in Whitehall than was usually the case in the past, and because of the "extreme confidentiality" of the top appointment procedures "and the reluctance of those involved to discuss their operation", it was difficult to be certain about the role the Government played.

But the report finds: "So far as we know, ministers' interventions in senior appointments and promotions have been centred on personality rather than political factors."

The report says that if ministers cannot get on with certain Civil Servants, even the Permanent Secretary, it is quite in order for them to ask for replacements, after consultation with Sir Robert.

The institute inquiry, chaired by Professor David Williams, president of Wolfson College, Cambridge, concludes that in spite of the greater polarization of party politics, Civil Servants are still able to work as politically

neutral advisers, although the trend of appointing special advisers may indicate that ministers are less willing to rely as completely on the official "machine".

But there was no sign that a future Labour or Alliance government would remove a significant number of senior Civil Servants and replace them with political appointees.

The report strongly supports the principle of bringing in high quality outsiders into general administrative posts as well as specialist jobs, in order to contribute new ideas and fresh approaches. Whitehall officials should also be able to gain experience in the outside world.

Ministers should also have expanded private offices, to include special advisers and Civil Servants seconded from their divisions or specialisms.

It goes on to criticize the Senior Appointments Selection Committee procedure which is "too much of an internal Civil Service device, reflecting and sustaining the closed nature of the Whitehall culture."

The report says that all appointments and promotion procedures should be published and the committee should be joined by outsiders, who would act as scrutineers of the system.

*Top Jobs in Whitehall* (Royal Institute of Public Administration Working Group).

## Good reception at No 10



Mrs Margaret Thatcher at 10 Downing Street yesterday with prize-winning pupils from schools in Newcastle and Lincolnshire. They visited the Prime Minister as part of their award for making a radio tape in a competition organized by the Hansard Society.

## Governors predict new jail crisis on overcrowding

By Peter Evans, Home Affairs Correspondent

The prison crisis is deepening. Accommodation has had to be closed in two jails because of health risks from sanitation and consideration is being given to opening a disused army camp to deal with widespread overcrowding.

Details emerged from the prison governors' branch of the Society of Civil and Public Servants, before they had to postpone yesterday's annual general meeting near Rugby because of the weather.

Under Crown immunity the local medical officer of health has no automatic right of entry to jails, governors say.

But the department waived the right for Albany prison security officer and invited him in. The prison medical officer had expressed concern about conditions in a wing of the prison. Urine was coming through the walls and ceilings into passageways, places of recreation and the food serving area, governors say.

The local medical officer declared it a serious health risk. The wing was closed in mid-December and 70 men dispersed to other prisons, adding to already serious pressure.

Governors say the urine was seeping from where the men "slop out". The problem is considered to be particularly serious because Albany is only about 20 years old.

There were similar difficulties at Chelmsford where the population ceiling has been reduced by 40 to allow work to be done. It is due to start now.

The total prison population in England and Wales of 48,342 just before Christmas is expected to be exceeded before long, according to governors.

The lesson of rioting last spring is that because of pressure on the system, some jails, such as Wymott and Northey, are being forced to take more violent inmates

than they were designed to hold.

One tempting option is to spread overcrowding more thinly to other parts of the system at present protected because of the type of inmate held. The governors believe that would lead to more hostage taking and other tension.

They are predicting an overcrowding crisis before Easter. Some believe there could be 600 to 700 in police cells unless something is done.

In tackling that, growing political pressure from some Conservatives for privatization in jails is seen as irrelevant. Lord Cullen, Minister of State in charge of prisons, is due to visit the United States later this year, to look at the prison systems there. The governors want some of their senior members to go as well.

A Prison Department efficiency working group is examining the operation of canteen shops in jails with a view to possible privatization.

Prisoners, depending on the shop, can order special food and other items, giving them a tangible reward from pay.

The governors say there would still be a need to supervise the shop and its customers. Drug trafficking is one danger and any reduction in personal service would create tension.

Some governors feel, however, that the recent emphasis on crisis has obscured the constructive work being done in prisons. One big change would be to make progression to higher ranks easier.

As a symbol of greater unity there are proposals, now said to have reached ministers, for governors to wear uniforms. At present they wear civilian clothes. Official uniforms for governors, they feel, would help to give the service a unified identity obvious to the outside world.

## Play attacked for 'slur' on Zionists

Leading members of Britain's Jewish community reacted bitterly yesterday to the impending production of a new play which alleges Jewish complicity in one of the worst chapters of the Nazi Holocaust.

*Perdition*, whose central thesis is that Zionists collaborated with Adolf Eichmann, the SS chief, in Hungary in 1944 in an operation which led to the death of hundreds of thousands of people at Auschwitz, opens at the Royal Court Theatre in London next Thursday.

Lord Weidenfeld attacked the play, which was written by Jim Allen and produced by Ken Loach, and said it re-worked a well-worn anti-Semitic and anti-Zionist line.

Dr Stephen Roth, director of the Institute for Jewish Affairs, has protested about

the play to Mr Max Stafford Clark, the theatre's director. Dr Roth was tortured by the Nazis and sent to Auschwitz in the events described in the play.

Both the author and Mr Stafford Clark have strongly denied that the play is anti-Semitic and have defended its factual details.

Mr Allen, who is known for a series of highly successful television scripts, said that by exposing the deal which allowed Zionists, seeking to set up their own state in Palestine, to escape from Hungary at the expense of the rest of the Jewish population, the play was strongly pro-Jewish.

The Royal Court Theatre receives an annual subsidy of £500,000 from the Arts Council, which yesterday said: "The choice of plays is a matter for the theatre."

## Activists blamed for fire bomb

Animal rights activists were said yesterday to have planted three incendiary devices which were discovered in shops at Cardiff.

Two of the devices were found in stores with fur departments and a third in a shop with a section for leather wear. One was found by staff while their store was packed with January sales shoppers.

A police spokesman said of the devices, which were defused by Army disposal units from Hereford: "People could have been seriously injured or even killed if they had gone off and someone had been standing near by."

A telephone caller told a local newspaper that the devices had been planted by members of the Animal Liberation Front

which has a policy of pointing out

both the advantages and disadvantages of having a test, and letting the caller make the decision. But Dr Farthing said that some of the test's operators advise against.

The Department of Health handled more than 450 calls on its Aids Advice Line on Monday, the first day of the leaflet distribution to households throughout the country.

The DHSS is operating a three-tier system so that most callers are directed initially to its 24-hour, free, special Aids line on 0800 555777, the number printed on each envelope containing the Aids leaflet "Don't die of ignorance".

A taped message says that most of the information the caller needs will be contained in the leaflet but it also gives

another number which operates 24 hours a day.

These calls are taken by Telecom staff.

If the caller obviously needs counselling, he or she is given a third number, manned by 50 part-time volunteer advisers, who have been recruited from the National Health Service, social services and voluntary organizations.

Two businessmen are setting up their own private blood bank in the wake of the Aids scare. Mr Peter Arthur and Mr Jonathan Lister, former London property developers, intend to charge a one-off fee of £440 plus annual payments of £160 to enable those who fear they will contract Aids through blood transfusions to have their blood frozen until it is needed.

A taped message says that most of the information the caller needs will be contained in the leaflet but it also gives

## Aids blood advice warning

By Jill Sherman

Aids specialists have given a warning that some telephone help lines are advising people not to have blood tests if they suspect they have the virus.

Dr Charles Farthing, an Aids registrar at St Stephen's Hospital, Fulham, south-west London, said that although doctors were concerned about the quality of advice given on some Aids help lines, most people dedicated enough to talk for hours on the phone would be sensible enough to give the right advice.

"We are more concerned about some Gay activist help lines which advise callers not to have a blood test. People suspecting they have the virus can get very confused and concerned."

The Terrence Higgins Trust has a policy of pointing out

## Psychologist attacks 'tricky' UK computers

By Robert Matthews

Information technology companies in the United Kingdom are losing out to foreign rivals because consumers find their products unnecessarily difficult to use, according to Mr Ian Howarth, Professor of Psychology at Nottingham University.

Speaking in London yesterday, at a conference organized by the British Psychological Society on how people relate to information technology, the professor said: "Many scientists, engineers and managers still adopt an amateurish approach to human factors. As long as this attitude continues, our competitors are likely to produce products which are more 'user friendly', and hence more successful than our own."

He cited incomprehensible instruction manuals, and the plethora of designs for computer keyboards as examples of this lack of awareness.

The designers of computers, in particular, had concentrated too much on packing as many facilities as possible into their products, with little thought for how the end user would cope, he claimed.

Information technology companies lost sales by gaining a poor reputation for "user friendliness", while users be-

came more prone to frustration and subsequent loss in efficiency.

Mr Brian Shackel, Professor of Ergonomics at Loughborough University, said the answer was to bring more ergonomists and psychologists into the industry and involve them at the very earliest stages of development programmes.

But he said that much of Britain's best talent in this area was being snapped up by American firms operating here, such as Hewlett Packard and DEC.

Professor Shackel believes that instead of making bland marketing claims, computer companies should aim to quantify the user friendliness of their products. This could be achieved by giving a figure for the percentage of average users able to exploit the major functions of a system after a three-hour course.

Although there was plenty of scope for improvement, Professor Howarth gave a warning of the dangers of making computers too user friendly. The US-built Apple Macintosh personal computer was famed for being easy to learn, but after a while some of its features began to frustrate the experienced user, he said.

## Air system may cut hijacks

By Harvey Elliott, Air Correspondent

Security chiefs from at least four airlines are to watch a demonstration of a British designed system which its makers claim could cut the risk of a hijack.

A twin-engine Islander fitted with the new equipment will take off from Gatwick airport in Surrey next week for the first full public trials of the device known as "Sayscan".

Tiny remote-controlled cameras hidden in the aircraft will automatically scan the cabin at the touch of an emergency button in the cockpit and will relay the pictures to a ground control station. Its manufacturers, Sayscan of Chelsea, south-west London, claim that it will enable the authorities to monitor what is happening in the aircraft.

Already leading airlines, including Pakistan International and Royal Jordanian, are interested in buying the equipment, which its makers say can cost as little as £35,000 to install in each aircraft.

Mr John Hale, the company's managing director, who has been working on the system for more than two years, said yesterday: "Hijacking of commercial aircraft is an everyday occurrence but it is an everyday risk. It is in every operator's interest to minimize both the risk and the effects of a hijack."

"When a mid air hijack does occur, the overriding need is for the authorities to be given the earliest possible warning. The security forces at ground level can then be provided with the maximum information to enable them to make critical decisions without guesswork."

The Civil Aviation Authority will also watch the test which, if successful, could lead to large orders, especially from countries that face a constant threat of their aircraft being hijacked.

## 2 children strangled, court told

Police officers told an inquest at Tamworth, Staffordshire, yesterday that they discovered the strangled bodies of two children lying in a bed and their mother standing in another room.

A verdict of unlawful killing was recorded by Mr Edward Hume, the coroner, on Peter Parker, aged six, and his sister Helen, aged three, who were found at their home at Belgrave, Tamworth, in March last year.

An inquest on Mrs Josephine Parker, aged 31, their mother, will be held later.

## Joint burial for girls in Sussex killing

The bodies of Brighton schoolgirls Karen Hadaway and Nicola Fellows were released for burial by a coroner yesterday.

Relatives plan to bury the girls, both aged nine, side by side.

Russell Bishop, aged 20, a labourer, of Stephens Road, Brighton, was again remanded in custody for a week yesterday accused of murdering the schoolgirls.

## Waiter's death fall accidental

A head waiter who fell seven floors to his death from the Café Royal in Regent Street, London, may have been trying to retrieve his glasses after going to the roof for a cigarette.

A verdict of accidental death was recorded on Carlo Romeo, aged 54, of Woodfield Way, New Southgate, Westminister, inquest.

## Ducks stolen

Rare exotic ducks have been stolen from the Wildfowl Trust reserve at Peckirk, near Peterborough.

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## Women in Parliament: 2 Panels settle for 'safe' candidate

"Does your husband know you are here?" Women candidates claim they still face such questions from selection committees. What they find most depressing is that it is often the women on the committees who ask them.

Women from all the main political parties complain it is the final selection committees in the constituencies which go for "the safe option" of a married man as their candidate. Female candidates, particularly in the Conservative Party, retain a "curiosity value".

Mrs Doreen Miller, chairman of the non-political 300 Group which is fighting for equal representation for women in political and public life, said: "In a seat that is safe for your party they may have had an MP for 25 or 35 years.

Politicians support the call for more women MPs, but the prospects are gloomy. In the concluding article, Sheila Gunn of Our Political Staff finds out why good intentions have not been fulfilled.

so the committees are not experienced at selection.

"They do not know how to look at a curriculum vitae or what questions to ask. The temptation is to choose a younger version of the retiring MP."

Some selectors feel they are taking a slight risk by picking a woman, said Mrs Miller, who has been trying to find a seat herself. By picking a married man they also gain his wife as a hard-working constituency worker.

Mrs Miller admitted that not enough talented women are yet coming forward to be included on the lists of possible candidates.

Dr Lorraine Radice, chairman of the trustees of the 300 Group and a Labour Party supporter, said: "I am very depressed by the figures which show that the parties still have not taken seriously on board the notion that they should have more women candidates to represent the women who make up 52 per cent of the electorate."

She blamed the selection committees for treating women as "questionable candidates".

"When a woman becomes a candidate they tend to do better than the trend for that

party and certainly never lose a seat because they are women," she added. "So it is not the electorate that think women are batty. It is the selection committees."

Miss Emma Nicholson, vice-chairman of the Conservative Party and prospective parliamentary candidate in West Devon and Torridge, has been charged with "getting a list of suitable candidates" with the personal backing of Mrs Thatcher. But the party still has only 16 women candidates, of which only three will stand for Conservative-held seats.

There were now about 100 women on a list of between 500 and 600, so it was no longer so "freakish" to choose a woman candidate, she said.

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## WORLD SUMMARY

## Superpowers try to cut nuclear risks

Geneva — The Soviet Union and the United States, whatever may result from their negotiations on controlling nuclear weapons, are presently going ahead with plans for setting up "nuclear risk reduction centres" in their capitals.

Formal negotiations were initiated at a one-day meeting here at which the US was represented by Mr Richard Perle, assistant Secretary of Defence, and by Colonel Robert Lihard, special assistant to the President. The Soviet representative was Mr Alexei Obukhov, a senior official from their arms control team.

The idea, approved initially at the November 1985 Geneva summit, is that the superpowers' military establishments advise each other through the centres, maintained round-the-clock by bilingual officers, of any development, such as abrupt changes in disposition of forces, liable to arouse suspicion.

The new Soviet arms control negotiator, Mr Yuri Vorontsov, a First Deputy Foreign Minister who has replaced Mr Viktor Karpov, arrived from Moscow yesterday and said that he hoped for success. The seventh round in these two-year-old negotiations opens today.

## 30 sailors feared lost Old city invaded

Lisbon — The Costa Rosa, a 180,000-ton Philippine cargo ship under charter to a British shipping company, is reported to have sunk off Portugal's Cape São Vicente in storms that have lashed the area for two days (Martha de la Cal writes). All 30 crew members are thought to have drowned.

Portuguese Air Force rescuers yesterday reported several empty life rafts, but no survivors. The vessel, carrying iron ore from Mozambique to Antwerp, is thought to have sunk about 160 miles west of the Cape.

## Chad seizes command post

N'Djamena (Reuters) — Chad said yesterday its forces had overrun a Libyan command post in the rugged north-western Tibesti mountains region, one of two fronts in bitter fighting for control of the north of the Central African country.

The Information Minister, Mr Moussine Togo Hamidi, said that government troops "completely destroyed" the Libyan position outside the oasis of Zouar in heavy fighting. He added that Chadian forces now held the key oasis settlement, but clashes were continuing.

Zouar, a strategic outpost in the western Tibesti foothills, has been the scene of inconclusive fighting since December between the Libyans and local irregular forces with whom they used to be allied. A military communiqué said that 76 Libyan troops, including an officer, had died in yesterday's battle. Six prisoners were taken, some of them Malian and Turkish nationals apparently serving in Tripoli's "Islamic Legion".

## US choice for Moscow

Washington — Mr Jack Matlock, left, a Russian-speaking career diplomat and repeated hardliner, is expected to be named by President Reagan as his new ambassador to Moscow (Moscow All writes).

Mr Matlock, aged 57, has been the President's special assistant for Soviet and European affairs at the National Security Council, and also deputy head of the Moscow embassy.

## Professor can stay

Cape Town — South Africa has decided not to deport Dr Philip Bonner, the British-born associate history professor at Witwatersrand University, Johannesburg, after an appeal (George Brock writes). He was told yesterday that the deportation order issued last month had been revoked.

The Department of Home Affairs said that he had undertaken to abide by the law and to "advise only peaceful means in the resolution of potential industrial disputes". Dr Bonner, who has lived and worked in South Africa for 15 years, is an expert on the history of black trade unions.

His wife, Chris, has also been ordered to leave. The couple are separated, and Mrs Bonner, an official of the Chemical Workers' Union, is also making an appeal.

A decision is still pending in the case of Michael Parks, of the Los Angeles Times, who spoke to the Minister of Home Affairs this week. He had been told to leave by January 31.

## Mortgage help for detainees

From Ray Kennedy  
Johannesburg

One of South Africa's leading building societies announced yesterday that it would give people detained without trial under the state of emergency the chance to defer their mortgage repayments before it takes action to repossess their homes.

The society, the SA Perm, issued the statement after it was given judgment in the Johannesburg Rand Supreme Court to repossess the Soweto home of Mr Zwellakhe Sisulu, editor of the anti-government weekly, *New Nation*.

Mr Sisulu, who is the son of Mr Albert Sisulu, the ANC leader serving life imprisonment with Mr Nelson Mandela, has been detained under state of emergency laws since December 12.

The court was told he owed the building society 21,000 rand (about £6,730), the full amount outstanding on his home in Soweto's Dube district.

But yesterday the building society said it was not going ahead with the repossession order.

●Court action threat: South Africa's white opposition Progressive Federal Party is considering taking President Botha and his Government to court to set aside the state of emergency censorship regulations, Mr Colin Egan, the party leader, said in Johannesburg yesterday.

Meanwhile, an urgent application to the Johannesburg Rand Supreme Court by the country's two main English-language newspaper groups challenging the ban on news or comment about the activities of the ANC was postponed.

## Ozal denial of warning by generals

From Rasit Gurdilek  
Ankara

As the ban on the wearing of headscarves by women students in Turkish universities was threatening to trigger a grave political crisis, Mr Turgut Ozal, the Turkish Prime Minister, emphatically denied yesterday that the country's military had served warning on the civilian Government against the tolerance of Islamic fundamentalism.

Addressing a hastily called press conference, Mr Ozal said reports by the Istanbul dailies *Sabah* and *Milliyet* that military commanders had presented a memorandum to President Kenan Evren lacked any foundation.

According to the newspaper President Evren, on learning the mood of the generals, arranged for a stricter enforcement of the headscarf ban and played up the fundamentalist threat in his public address last week.

In his speech, the President spoke of a plot by fundamentalists to infiltrate the armed forces which, he said, was foiled with the expulsion of some 100 of more than 800 cadets allegedly "planted" in the military schools.

Indirectly criticizing the attempts to minimize the danger posed by fundamentalism, Mr Evren said the threat to secularism was real and as dangerous as communism.

Mr Ozal said the reports about the warning from the generals were based on a garbled account of a meeting late last month of the National Security Council, which discussed a secret report on fundamentalist activities.

He deplored "press attempts to cause a rift" between himself and Mr Evren.

## Thousands join rush to apply for citizenship in rare US concession

From Michael Binyon, Washington

Tens of thousands of people are rushing to take advantage of a special concession by the US Government, increasing the number of immigrants in 1987 and 1988.

The rush started because of a quirk in last year's Immigration Reform and Control Act. Congress decided, as an exception in 1987 and 1988, to allow in an extra 10,000 people with no particular claim on the US from some 36 countries deemed to have fared badly in the immigration race in recent years.

But would-be immigrants have only a week to get their forms in — between January 21 and 27.

Britain, West Germany and France are among the predominantly European countries on the list, which also includes Guadeloupe, New Caledonia, Latvia, Liechtenstein and Gibraltar.

The State Department has rented a post office box in the District of Columbia, and all applications will be registered in the order they are received. The successful applicants, who will be entitled to the green card giving them the right to live and work in the US, will be those who get their forms in first.

The result of the decision has been chaos. Already the

story is going around the State Department about the high-level Irish postal official who telephoned his high-level US counterpart begging him to work out a deal so that his mail bags would all arrive on the dot of midnight and all be deposited immediately into the magic box.

"Non-preference" visas are rarely granted, coming as they do at the bottom of seven classifications of immigrant visa which allow citizenship after five years. The six "preference" categories allow visas to professionals, those with close relatives here and people with skills needed in the US.

With an annual limit of 270,000 available visas, the authorities usually fill the quota long before they reach the non-preference categories. The last time such a visa was issued was in 1978.

Confusion began from the moment the new Immigration Bill was passed in November. The 36 countries eligible were those where it is estimated the number of people successfully applying for immigration had decreased since 1965, when the quota system for each country was abolished and an overall limit of 270,000 set.

But within days of the legislation, 7,000 people called

the US Embassy in Romania and 5,000 queued outside the US Embassy in Burma. Neither country is on the list.

The State Department decided the only way to cope with the expected avalanche was to give minimum notice with only a brief period before the cut-off date.

"We would have been completely overwhelmed if the thing had gone on until June," an official said yesterday.

Nevertheless, lawyers are advising applicants to send letters of registration every day to increase their chances.

The idea for the extra visas came from Congressman Brian Donnelly, a Boston Democrat, who wanted to do something for the Irish. Other west European countries were included in the scheme to prevent the appearance of favouritism.

Mr Donnelly was said to be dismayed at the lottery registration system, but agreed it was better than nothing.

Even if the Irish postmaster succeeds in his deal, and the first 5,000 letters opened are all from Dublin, the Irish will not be able to pull the same trick in 1988. There is a rigid maximum of 5,000 visas for any one country over the next two years.

## Situation absurd, says Spain 'Shadow of Rock' over relations

By Andrew McEwen  
Diplomatic Correspondent

Señor Francisco Fernández Ordóñez, Foreign Minister of Spain, said yesterday that the dispute over Gibraltar's future could have a broad impact on Anglo-Spanish relations.

He expressed frustration and sadness but no anger after two days of talks in London with Sir Geoffrey Howe, the Foreign Secretary, which produced no British concessions on sovereignty.

The issue was a threat not only to the excellent bilateral relations between Britain and Spain but also to their co-operation in international bodies including the EEC and Nato, he said.

"Co-operation is already damaged," he said, pointing to the lack of mutual visits between the Prime Ministers of the two countries.

Describing the situation as "daily more absurd", he said: "The shadow of the Rock is projected over our relations."

But the meetings were not entirely fruitless. He and Sir Geoffrey discovered a political will to allow Spanish travellers to use Gibraltar airport.

Talks between officials have been deadlocked because Madrid demanded terms that could have been interpreted as British recognition of Spanish sovereignty.



Señor Fernández Ordóñez, left, and Sir Geoffrey Howe at the Foreign Office before the start of their meeting.

Sir Geoffrey's stand was that Britain remained committed not to alter the colony's sovereignty against the residents' wishes.

Señor Fernández Ordóñez replied: "Nobody is asking them to be Spanish." Spain was willing to allow each Gibraltarian to decide which nationality to choose, to permit full local autonomy and to be flexible on the timing of changes.

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## Kohl points to lessons of history to woo the young and female voters

From Richard Owen, Hamburg

For a brief moment it looked as if Herr Helmut Kohl, the West German Chancellor and Christian Democrat (CDU) leader, might be anxious about his slight drop in the opinion polls as he arrived in an unusually ice-bound Hamburg with only nine days of electioneering left. Hamburg, after all, is a Social Democratic (SPD) stronghold, and the CDU leader was in the lions' den.

"This is an enormously important election," he thundered at the CDU faithful gathered in Hamburg's modern Congress Centre. "I am fighting for every vote."

Was he conscious of Herr Johannes Rau, the SPD leader, slowly closing the gap in the race for Chancellor and wondering whether the CDU's commanding lead might just melt away by January 25? But as he settled into his stride, a towering, bulky figure with the air of a man who has power and intends to keep it, Herr Kohl made clear he was simply mobilizing the CDU rank-and-file and above all trying to ensure that the ruling centre-right coalition gets the votes of the two groups which have become vital to electoral success in West Germany — women and the young.

Nearly four million young Germans will be voting for the first time in the elections, and many of them will support the Greens or the CDU rather than the SPD. So will many of the 24 million women voters, who now account for nearly half of the 45 million West Germans eligible to vote.

Time and again Herr Kohl

reached back into German history to touch the emotions of the older generation which had lived through the Nazi period and had then built up West Germany from the ashes of war. Time and again he held up to the younger generation the shining example of the free society it had inherited, in contrast to the enslaved East Germans, and urged the young to support him.

"We do not need the kind of young people who want nothing but discotheques," he said.

"We need young people who work hard and honestly as their elders have done."

A group of young, mostly teenage Socialists, who had somehow obtained tickets to the rally, chose this moment to reveal themselves, blowing whistles in derision and trying to hold up a banner accusing Herr Kohl himself of Nazism. "There you are," the Chancellor roared as the youngsters were punched by enraged CDU supporters and hustled roughly out of the hall.

That is the kind of extremism you can expect from the SPD. That, my friends, is the kind of extremism which brought down the Weimar

Republic and led to the rise of Hitler. The hall erupted in stormy applause.

In the absence of any prominent election issue, Herr Kohl is using the themes of the lessons of the past, German nationhood and the evils of communism to hammer away at the already battered SPD.

Hamburg is a traditionally Socialist, working-class port. But last November the SPD suffered a setback in local elections in Hamburg, and even though the Greens were as much responsible for this disaster as the Conservatives, the CDU senses further victories in the general elections.

There was a warm response when Herr Kohl used the failure of the SPD Hamburg administration to clear the streets of snow as an example of their "scandalous mismanagement."

At the rally he could do no wrong, from the moment a Hamburg choir warmed up the audience, to the showing of a CDU film about Herr Kohl's triumphs as a world leader. He then appeared from an underground passage, shaking hands and getting local politicians' names right.

Not unlike President Reagan, whom he praised as a firm friend of West Germany, Herr Kohl has somehow risen above scandals and gaffes to assert that he has given the Germans back their sense of pride, self-confidence and optimism, not to mention price stability and the promise of better pensions and fairer taxes. It was a masterly performance.

### WEST GERMAN ELECTIONS

ing but discotheques," he said.

"We need young people who work hard and honestly as their elders have done."

That is the kind of extremism you can expect from the SPD. That, my friends, is the kind of extremism which brought down the Weimar

## Bonn predicts 2½% growth

From Our Own Correspondent  
Bonn

In a move which seems likely to bolster the already high election chances of the centre-right coalition of Chancellor Helmut Kohl, Herr Martin Bangemann, the West German Economics Minister, yesterday said the Government expected a growth rate this year in real terms of 2½ per cent and a fall in unemployment.

Speaking after the weekly Cabinet meeting, Herr Bangemann, leader of the Free Democrats, the coalition part-

ner of the Christian Democrats, said that continued economic expansion and price stability would mean a growth in business activity.

It would also mean a reduction in West German unemployment, currently over two million.

The West German trade union organization challenged this, saying it believed that unemployment would rise further this year.

Herr Heiner Geissler, the CDU general secretary, yesterday took issue with Herr Franz Josef Strauss, leader of the Christian Social Union,

the CDU's sister party in Bavaria. Herr Strauss, an ebullient figure, has taken to declaring at CSU election rallies that the election is as good as won and that the SPD and the Greens — the main opposition parties — are already beaten.

With nine days of campaigning still to go, CDU leaders see this as dangerously complacent. Herr Geissler said nothing could be taken for granted. But he believed West Germans would put their faith in the Conservatives when they came to vote on January 25.

## A 'Hail to the Chief' return to work



President Reagan modestly calming the applause which greeted him at his first Cabinet meeting of the year, in the wake of his recent surgery. With him, from left, are Mr James Baker, Secretary of the Treasury, Mr Edwin Meese, the Attorney-General and Mr James Burley, deputy assistant Secretary of Transportation.

### New missile attack on Baghdad

## Iran opens second front in Gulf War

Bahrain (Reuters) — Iran said yesterday it had opened a second war front after its big push into southern Iraq. At the same time, an Iranian missile hit Baghdad for the third time in four days.

Both sides reported inflicting heavy casualties in fighting on the central front, east of Baghdad and some 280 miles north of battles raging since Friday in southern Iraq.

Gulf-based diplomats said they believed Iran wanted to open a second front to take pressure off its forces trying to move towards Basra.

Iran said the "limited" operation north of the Iranian town of Suma had succeeded in regaining border territory.

Iraq said the Iranians had briefly occupied a border post but were beaten back.

"The enemy offensive... has failed and the invaders were defeated, leaving piles of corpses and large numbers of prisoners," an Iraqi High Command communiqué said.

Residents in Baghdad said a surface-to-surface missile hit the city at around midday yesterday.

An Iraqi military spokesman said a number of civilians were killed or wounded and that several houses were destroyed. The Iraqi communiqué said Iran had used

### Historic ruling by US court

## Job protection for pregnant women

From Christopher Thomas, Washington

The Supreme Court has issued a landmark ruling that is expected to lead to the passage of laws throughout the United States giving special job protection to pregnant women.

Employers have been bitterly fighting laws passed in at least eight states that guarantee job security and time off. Employers, as well as the Reagan Administration, argued that other "disabled" people did not get such advantages.

The court, by six votes to three, upheld a California law that requires employers to give up to four months' unpaid leave to women "disabled" by pregnancy and childbirth. Justice Thurgood Marshall wrote that California's law "allows women, as well as men, to have families without losing their jobs."

The law also requires employers to re-instate a worker returning from pregnancy leave to her previous job. The Supreme Court rejected arguments by employers that the law conflicted with a federal statute that prohibits employers from discriminating against women because of pregnancy.

The American Civil Liberties Union and women's organizations expressed disappointment that the court did not go further and require employers to provide benefits for all workers, not just pregnant women.

Ms Paula Connolly, a lawyer with the US Chamber of Commerce, said the Chamber was "disappointed and surprised by the decision."

At least eight states have passed laws giving special job protection to pregnant women. Now those laws have been upheld other states are expected to follow suit.

Justice Marshall noted that the California law was narrowly drawn to cover only the period of actual physical disability. It did not compel employers to provide paid leave, so the only benefit pregnant workers actually derived was a general right to re-instatement.

Some women's groups have argued that giving special treatment to women would discourage employers from hiring women and that such laws were a return to past laws that purported to protect women but which turned out to curtail their job opportunities.

## 'Dabbler' at heart of Christie's art dispute

New York (NYT) — Lawyers presented sharply contrasting descriptions yesterday of the work of Dmitry Jodidio, a key figure in a breach of contract suit against Christie's being heard in the State Supreme Court in Manhattan.

Cristallina SA, an investment group, offered eight impressionist paintings for auction at Christie's in May 1981. Only one was sold, and Cristallina is suing Christie's for breach of contract in failing to sell the others.

The question of whether Mr Jodidio works in the art field or merely dabbles in it is important in determining whether he would have known that the minimum prices set on the paintings were too high.

In court papers, Mr Jodidio has been called a "designated representative" of Cristallina SA. Mr Milton S. Gould, the lawyer for Cristallina, told the jury Mr Jodidio was a United States citizen who lived most of the year in Switzerland and worked mainly as a banker. "He dabbles" in art, Mr Gould said.

The lawyer for Christie's, Mr Arthur Liman, said: "Mr Jodidio is no dabbler in art. He's a dealer in art. He's not employed by a bank, he's a dealer and a professional. Cristallina is the Panamanian front corporation through which Mr Jodidio wheels and deals in art."

The lawyers also outlined their arguments on the central issue of the trial: the expertise of Christie's in appraising the value of pictures brought for sale and their degree of responsibility in assuring that those prices are reached in auction.

Mr Gould said Christie's assured Mr Jodidio, who was acting for Cristallina, that the paintings would bring at least \$10 million (\$6.7 million).

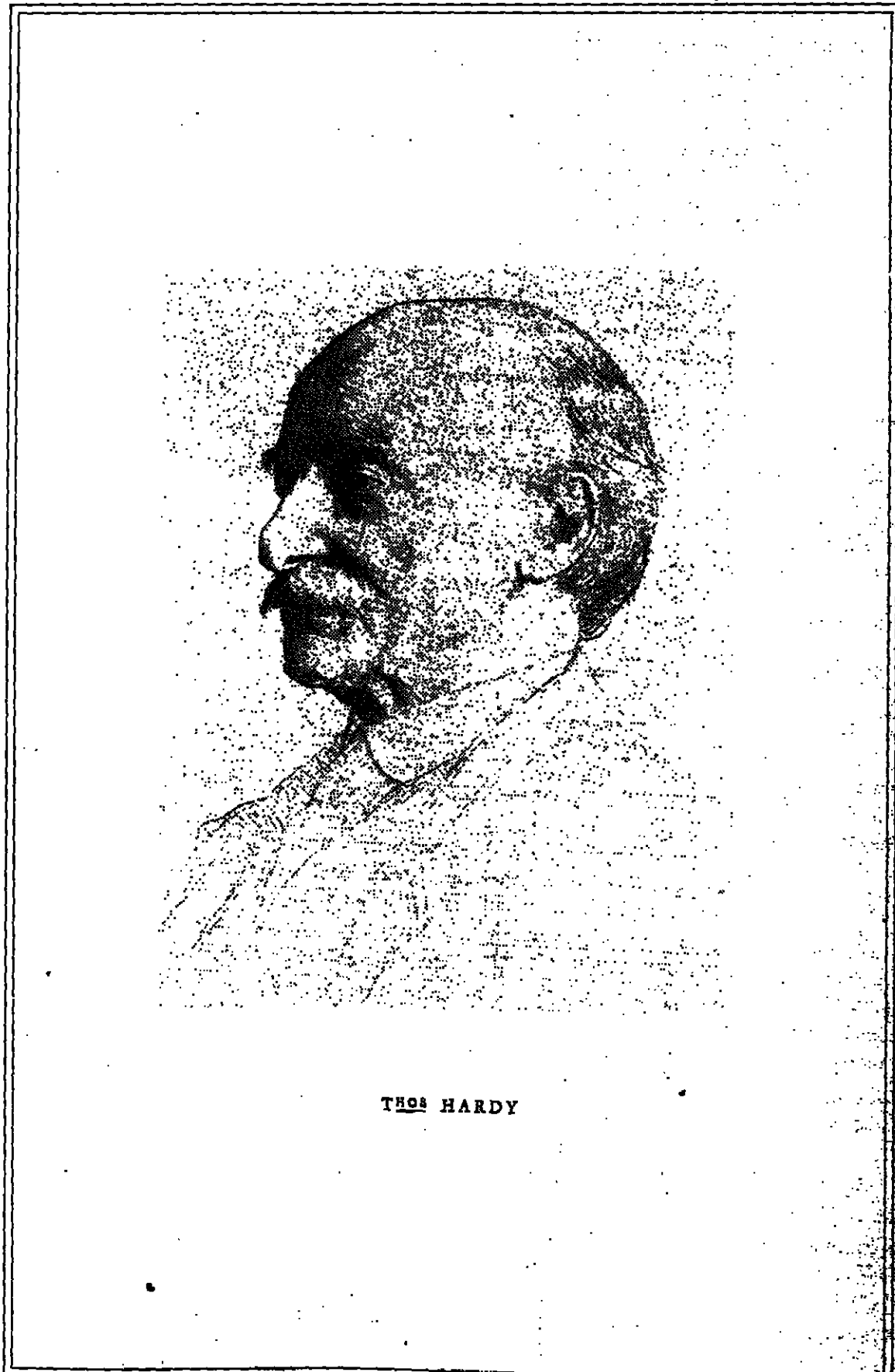
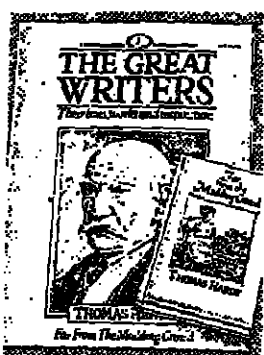
Mr Liman argued that at no point was the \$10 million guaranteed. On several occasions, he said, Christie's tried to reduce the paintings' reserve prices. But Mr Jodidio overruled Christie's recommendation, and insisted that the reserve prices remain unrealistically high.

Mr Jodidio contends that Christie's originally set unreasonably high estimates on the paintings and later set unreasonably high reserve prices, thus virtually assuring they would not be sold.

## IN 'FAR FROM THE MADDING CROWD', THE MOST TRAGIC CHARACTER WAS THE WRITER.

ALTHOUGH works of fiction, Thomas Hardy's novels, perhaps more than most, include characters drawn from the writer's personal experiences; the recurring themes of suffering and betrayal echo much that was painful about his own life. Now, *The Great Writers*, a new fortnightly magazine published by Marshall Cavendish, delves into the lives of famous authors, shedding light on the personalities and circumstances that inspired them. And to enhance the relevance and enjoyment of these insights, *The Great Writers* comes with one of the authors' greatest books in hardback, starting with Thomas Hardy and *'Far From the Madding Crowd'*. The *Great Writers* tells how a youthful infatuation prompted the theme of lost love found in so many of Hardy's novels. It examines the suicide that caused him to alter the course of one of his most famous books. And why he gave up writing novels at the height of his fame. With the help of beautiful paintings, illustrations and early photographs, *The Great Writers* will cover the most celebrated authors in the English language. Recapturing the periods in which they lived, revealing their private worlds, and examining in detail the plots and characters of their books. You'll find Part One with Thomas Hardy's *'Far From the Madding Crowd'* on sale now in all good newsagents for just £3.95. (In the Harlech-TV area, Part 7 is on sale). *The Great Writers*. A chance to bring great books to life for you and your family.

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THOMAS HARDY



Younger lays wreath at San Carlos

## HQ complex is hailed as proof of commitment to islanders

From Peter Davenport, Port Stanley

On a day of sunshine and showers and an ever-present wind, Mr George Younger, the Secretary of State for Defence, laid a wreath at the military cemetery at Blue Beach, San Carlos, where the graves of British soldiers who died in the Falkland Islands are a testimony to the human cost of Britain's commitment to the Falkland Islands.

Five years on from the conflict it is the financial cost of maintaining that security in the future and of deterring any further Argentine military ambition, no matter how unlikely that may now appear, which is under debate.

In the run-up to the next general election, the issue of defence is certain to be a high-profile topic and the question of the future protection of the 1,900 islanders is also set to divide the parties.

Mr Younger is spending a week in the Falklands, his first visit since taking office, talking to military commanders and local representatives, as well as meeting the islanders. He will use the opportunity to review the future defence of the Falklands at a significant time for the military garrison on the islands.

Within the next few weeks the headquarters of the garrison will move almost 30 miles along the specially-constructed, winding road to the new airport complex at Mount Pleasant, completing the switch from Port Stanley of virtually all service operations.

The airport, with its ability to handle wide-bodied jets, means that military commanders now have a rapid reinforcement capability. Troops can be flown out from Britain within 18 hours - only four years ago it took almost twice that time - making possible a meaningful reduction in the number of troops permanently based on the islands.

In future the headquarters of all three services will be at Mount Pleasant, together with virtually all supplies and stores. There are new barracks and facilities for personnel on their four-month tours of duty.

Since the conflict the islands have cost the British taxpayer a total of £2,500 million; the new airport alone cost £300 million and a further £170 million has gone on other military facilities both in the Falklands and at Ascension Island.

Military commanders are reluctant to give exact numbers of service personnel in the garrison, but it is estimated that there are around 3,000 soldiers, sailors and airmen. Maintaining the garrison will cost £440 million in the current financial year, although annual costs are falling. Simply by using Mount Pleasant airport there are savings of £500,000 per

week on fuel and transport costs alone.

The Government remains firmly committed to the future defence of the islands, although the numbers of troops involved will decline. Despite the apprehension of some islanders about the move of the military from Port Stanley to Mount Pleasant and concerns that troop levels may fall too low, the airport complex is presented as positive evidence of future commitment rather than any loosening of the ties.

Mrs Thatcher is opposed to any discussion with President Alfonsín that raises the issue of sovereignty.

But in its recent defence document the Labour Party made clear its rejection of the "Forever Falklands" policy.

It was costing £1 million per year for each family on the island, it said, and that was an "unacceptable and unnecessary" price to pay. A future Labour Government would seek negotiations for "a secure and fair settlement".

That policy will be decided by the politicians, but for the military themselves the routine life of the garrison continues.

Senior military officers acknowledge that the Argentine Government has declared that it will not use military force again to achieve its ambitions for sovereignty. But they also know that the armed forces in Argentina have been steadily improving their land, sea and air capabilities.

Brigadier Graham Coxon, the Chief of Staff in the Falklands, said: "We aim to deter Argentina from repeating 1982 and we believe we maintain sufficient forces in the Falkland Islands to do so."

On February 1, the 130-mile fishing protection zone comes into force. It is introduced in an effort to conserve stocks. It will be policed by an aircraft and two ships operated by the Falkland Islands Government but the Foreign Secretary, Sir Geoffrey Howe, has said that the resources of the garrison will remain available to maintain the integrity of the zone.

Five years after the conflict much has changed for the islanders, but the legacy of the Argentine invasion remains a daily part of their lives.

There are 119 known Argentine minefields, many laid with plastic anti-personnel mines that are still difficult to locate. The policy now is to leave them in the ground, clearly marked, while research continues to develop improved disposal methods.

On the waterfront at Port Stanley a weather-beaten Portakabin houses the operations centre of the bomb disposal teams. It is manned 24 hours a day.

The main police station opposite, just across Ross Road, hands out minefield maps to the visitor as routinely as issuing directions.



Archbishop Desmond Tutu of South Africa enjoying the view of Sydney harbour with a little help from the Australian Prime minister, Mr Bob Hawke.

Archbishop Tutu said yesterday, at a press conference at the end of a week's visit to Australia, that he was not a pacifist and might support armed struggle against apartheid at some point. The church also would support armed struggle when all other avenues had failed (Reuter reports).

"I want a non-violent, democratic, just and non-racial South Africa. The African National Congress wants the same thing, but has been forced by the South African Government to adopt armed struggle," he added.

The South African Government was "on the skids", he said, and called on the international community to exert pressure on Pretoria while there was still an outside chance of dismantling the apartheid system.

Australia's defence strategy

## Opportunity for Britain as Hawke upgrades frigates

From Stephen Taylor, Sydney

The Hawke Government is about to make a significant shift in a defence strategy blueprint, which will present an opportunity for British manufacturers in the most lucrative Australian defence contract for years to come.

The change, to be announced next week by Mr Kim Beazley, the Defence Minister, concerns specifications for eight patrol frigates, outlined last June in the Dibb report, a watershed defence review to take Australia into the next century.

Senior defence sources say Mr Beazley will be unveiling new specifications for the vessels, which will be larger than the model proposed by Mr Paul Dibb, a defence strategist, and will give the Royal Australian Navy a greater range of penetration into the Pacific.

The broad thrust of the Dibb proposals, aimed at promoting Australian self-reliance in defence, has been greeted with dismay by US defence chiefs as isolationist and as foreshadowing a "Fortress Australia" policy. Admiral James Lyons, US Pacific Commander, suggested that the report was influenced by "leftist rhetoric".

The upgrading of the frigates is an important step in response to these criticisms,

which have been echoed by some local analysts.

"What it amounts to is a re-tuning of the concept of strategic denial," said one senior source. "These vessels will give us the capability of asserting a maritime presence in the Pacific and a greater capacity to defend our own choke points."

Australia's "choke points" are defined as the sea lanes of the north-east, the north-west and the south-west.

The development is also of significant interest to British Defence Sales, which has lost out in the Australian market since the sale of the aircraft carrier HMS Invincible fell through because of the Falklands War. British submissions on the contract for six vessels, increasing to eight, are expected to be made to Canberra before March 25.

The total cost of the ships, to be constructed in Australia for delivery in the mid-1990s, will be around A\$3.5 billion (about £1.4 billion). British sources believe the Type 23 frigate, the first of which is due to be launched at Yarrow shipyard in Glasgow later this year, could be suitably adapted for Australia.

Defence planners in Canberra agree that, although the Type 23 vessel, at around 3,500 tonnes (3,920 short tons), is larger than the

Australian requirement for a vessel of between 2,400 tonnes and 2,800 tonnes, it could be redesigned.

One government source said British and Continental companies are expected to be the main contenders, both to provide design details of the vessel and to supply ancillary equipment. Designs are expected to be submitted by Yarrow, Blohm and Voss in Germany and by a Dutch organization.

The scale of the project is on a par with the RAAF's purchase of American F/A18 strike aircraft, being constructed here at a cost so far of around A\$4.6 billion.

Mr Beazley said that he believed Washington's concerns had been allayed about the blueprint drawn up by Mr Dibb, who since handing in his report has been appointed head of the Joint Intelligence Organization.

The minister confirmed that the thrust of the Dibb strategy would be reflected in a defence White Paper, which is virtually complete and will go to Cabinet in the next month or so. He said he did not anticipate that it would cause friction with the US, adding that Mr Shultz, the Secretary of State, and Mr Weinberger, Defence Secretary, had a clear understanding of the Dibb assessment.

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## Power struggle behind language battle

## Political enemies jostle for position as Goa rivalries come to boil

From Michael Hamlyn, Goa

While the European tourists laze topless on the silver beaches of Goa, watched by a constant parade of young Indians with their minds plainly bogged, other young men are planning mayhem.

"I am afraid that some heads are going to get broken," smiled Aires Rodrigues, a young law student just released from jail where he had been held over Christmas. "I was arrested on Christmas Eve," he said. "Even Salazar (the former dictator of Portugal) would not have been so cruel."

Goa celebrated the 25th anniversary of its liberation from the colonial yoke of Portugal with a series of riots, strikes and road blocks that were quite uncharacteristic of the usually laid-back Goanese attitude to life and politics.

Six people died in the troubles. But, worse, the quarrel has sharpened communal rivalries between the Christians, who make up 28 per cent of the population, and the Hindus.

There are, accordingly, fears that a number of communities are planning to revenge themselves on their neighbours, just as soon as the authorities' backs are turned.

Ostensibly, the troubles are about language and about cultural identity — which has been a fruitful source of Indian discord for many years in many different parts of the country.

But behind the cultural clash can be discerned the clash of political personalities. The language dispute and the alleged failure to control the disorders connected with it are weapons to wield against the territory's Chief Minister, Mr Pratap Singh Rane.

The language clash is between those who want the sole official language of the territory to be Konkani — a tongue unrecognized by the language

schedule of the Indian Constitution — and those who wish Marathi to share the honour.

Konkani is spoken by rather more than 90 per cent of Goa's population, and is claimed to be more ancient and dignified than Marathi. It has been altered, however, by 450 years of Portuguese occupation. If languages were families, Konkani would be Marathi's illegitimate aunt, the raffish daughter of a Portuguese sailor and an Indian girl, and half-sister to proto-Marathi.

She would be Marathi's illiterate aunt, too, since Kon-

## Behind the cultural clash can be discerned the clash of personalities.

kani is not a written language. There are no newspapers in Konkani and no literature (though there is at present one magazine inaccurately transcribed in Roman characters).

Goanese who want to study literature or language, or who wish to read anything much, so it is in Marathi, the language of the giant state next door, Maharashtra. The official language at present is English — Portuguese has been deliberately forgotten during the past 35 years — but English would not really do for a tiny territory which is aspiring to fully-fledged statehood in the not too distant future.

Unpromising material for a riot, you might have thought, but there is nothing so inventive as a politician seeking power. Mr Rane became Chief Minister seven years ago as the compromise candidate between two other more powerful but irreconcilable Congress Party satraps.

Though both agreed to serve under him, within a short time they had both fallen

out with him. One of them, Dr Wilfred d'Souza, went so far as to leave the party and start his own Goa Congress.

But at the last elections, in December 1984, the coattails of the Prime Minister, Mr Rajiv Gandhi, were so long they kept Mr Rane in power and decimated his opposition. Both previous rivals were excluded from the assembly.

Mr Rane may have been considered vulnerable, however, on the language issue. He is a Hindu, and Konkani enthusiasts are largely Catholics. He is from the north, and the Catholics dominate the southern part of the territory. Even his own party is weak in the north, which is the stronghold of the opposition Maharashtra Gomantak Party (MGP).

Mr Rane now blames the language agitation firmly on Dr d'Souza, about whom he was vituperative when I visited him in his hilltop residence above the capital, Panaji (Panjim according to the Portuguese). "He is the most destructive element in Goa," the Chief Minister said. "Politically he is outcast. He should practise his doctor's profession. Politically he has been defeated."

But seeing the Chief Minister under pressure a number of other Congress Party figures began to fancy their chances of succeeding him. A full-fledged party revolt began and four ministers, the local party chairman and the youth organization leader all resigned.

A heavyweight squad from the party central organization in Delhi was sent this week to sort the local party out, and the dissidents have now been ordered to close ranks.

An official language Bill, the exact wording of which is to be decided in Delhi, will be presented to the assembly next month.

## Communal violence returns to Pakistan

From A Correspondent, Karachi

## Curfew imposed in Karachi

An indefinite curfew was imposed yesterday in parts of Karachi as violence erupted again in the city. Only three weeks ago it witnessed the worst rioting in Pakistan's history.

At least four people were reported killed and more than 100 injured in clashes on Tuesday which lasted throughout the night.

Police and rioters clashed in the Shah Faisal area in the east of the city. One person was reported killed there, with scores more injured by police gunfire.

Police opened fire on crowds, who had set vehicles on fire and blocked roads. The curfew was imposed because city officials feared a violent public reaction against indiscriminate shooting by police, ordered to fire on sight.

Tension remained high yesterday in New Karachi, to the west of the city, where demonstrators protested on Tuesday against the murder of two young girls and their father. They accused the police of

inefficiency when they failed to find the killers.

The protest developed into ethnic rioting between the Pathan and Mohajir communities and a curfew was imposed the same day. Two people were killed and at least 50 others were injured in the area on Tuesday. Three mills, many shops and more than a dozen vehicles were set on fire.

The situation worsened on Tuesday night when a textile mill owner was dragged out of his car and murdered by rioters. His driver received serious stab wounds. The clashes spread to the Sohrab Goth and other adjoining areas.

Police rounded up hundreds of people in sporadic outbreaks of violence in Liaquatabad and Gulbarg in the west of the city.

In Hyderabad, where a curfew was imposed on Tuesday, at least three people were reported killed in the past two days. There have been reports of curfew violations.

Speculation is growing that martial law may be re-imposed. The former governor of what used to be East Pakistan, now Bangladesh, and a member of the military-backed government which came to power in 1985, General Azam Khan, warned that certain elements were creating conditions for a return to military rule.

In a separate development, a Pakistan People's Party activist jailed in Karachi since 1983 for political activities, was flogged a few days ago. It is the first time since the lifting of martial law in January 1986 that a political worker has been flogged. A week ago another person was flogged for drinking.

Miss Benazir Bhutto, joint leader of the party, said in reference to the floggings: "On paper, fundamental rights are said to have been restored with an eye to please the American Congress, but in reality the human rights continue to be violated by General Zia."



Three of the seven Afghan guerrilla leaders meeting in Peshawar to discuss their counter-proposals to Kabul's ceasefire offer: Mr Sighatullah al-Mojaddidi (left), Mr Muhammad Nabi Muhammadi and Professor Burhanuddin Rabbani.

## Cranach painting offends Muslims

From Hasan Akhtar, Islamabad

The North-West Frontier Province government is prosecuting the editor, printer and publisher of *The Frontier Post*, Peshawar's English-language daily, for publishing a photograph of a painting of Adam and Eve by the Renaissance artist, Lucas Cranach. According to the charges, the painting was sacrilegious and injured the religious sentiments of Muslims.

An angry mob of about 2,000 youths led by mullahs attacked the offices and

printing works of *The Frontier Post* earlier this weekend extensively damaged furniture and equipment. A section of the paper's premises was set alight.

The photograph appeared beside an article entitled "The Tree of Knowledge," by Professor Lewis Wolpert, reproduced from *The Guardian* of London.

Mr Aziz Siddiqi, the editor of *The Frontier Post*, said the police had threatened him and asked for a full list of his staff. The newspaper later carried an apology

for publishing the picture, describing it as an oversight.

Talks continue: Mr Gulabuddin Hikmatyar, the leader of the Afghan guerrilla Hizb-I-Islami faction, in an interview from Peshawar has reiterated the Mujahideen's rejection of Kabul's ceasefire offer.

He was quoted as saying that it would amount to a surrender to the Soviet occupation forces.

## Mexico's PRI party reshuffled

From Alan Robinson, Mexico City

President Miguel de la Madrid has reshuffled the leadership of the ruling Institutional Revolutionary Party (PRI), indicating that his search for a successor has begun.

The President brought political corpses back to life in the reshuffle last weekend, naming Señor Humberto Lugo Gil, from the Airports General Secretary, and Señor Carlos Torres Manzo, a former Trade Minister, as head of the party's Political, Economic and Social Studies Institute, the PRI nerve centre.

These two, together with another political veteran, Señor Jorge de la Vega Domínguez, recently appointed party president, will help sound opinion in all sectors of the party. No one doubts, however, that the choice will be made by Señor de la Madrid, as always.

The President replaced half the PRI's National Executive Committee and staffed its Consultative Council with former governors.

These appointments are clearly designed to avoid favouring any of the possible presidential candidates.

The three leading candidates are Señor Manuel Bartlett Díaz, the Interior Minister; Señor Carlos Salinas de Gortari, the Programing and Budget Minister; and Señor Alfredo del Mazo, the Minister of Energy and Mines.

Señor Bartlett Díaz is the Government's strongman at home and reputed to be authoritarian. Señor Salinas de Gortari is the Cabinet's economic genius. Señor del Mazo is thought to have the support of the labour movement

## Colombian ex-minister shot down in streets of Budapest

From Geoffrey Matthews, Bogotá

Four weeks ago Colombia's ambassador in Hungary, the former Justice Minister, Señor Enrique Parejo González, visited Austria as a tourist. It was his first trip to the West since taking up his post in Budapest last August. He promptly cut it short.

For while out sightseeing on foot in the streets of Vienna, he suddenly found himself the object of jeers and threats from a group of men in a car which slowed down alongside him to his own walking pace. The language was Spanish, the accents chillingly familiar.

For Señor Parejo it was a traumatic experience. He disappeared into a crowd of other pedestrians and hurriedly returned to Budapest. The Iron Curtain at least offered security. Or so he believed.

On Tuesday morning this week, Señor Parejo left his official residence and stepped out into a howling blizzard to go to work.

The ambassador headed for the bus stop. He turned on hearing the crunch of footsteps in the deep snow, then reeled as five bullets were pumped into him at point-blank range. Miraculously he was survived after emergency surgery.

"You can run but you can't hide," in the wake of frigate, President Reagan's defiant admonition to international terrorists has a hollow ring. Not so when the same taunt emanates from the ranks of Colombia's drug barons, who control 80 per cent of the world's cocaine trade and against whom Mr Reagan declared war at the start of his first term. In that war two brave and honourable men — Señor Parejo and his predecessor at the Justice Ministry,

Rodrigo Lara Bonilla — were in the front line.

"Anywhere in this continent of Western Europe they'll get me," Señor Lara told a friend in April 1984. "Only the Communist bloc offers any kind of real security for me and my family."

After two years in the job, the torrent of death threats from the mafiosos had finally worn him down and he was a very frightened man.

Señor Lara resigned, insisting on, and being granted, the ambassadorship in Czechoslovakia, a diplomatic back-

granted Señor Parejo's request to be sent to Budapest.

Quite apart from the geography, there are two big differences between Señor Lara's assassination and the attempt on Señor Parejo's life.

Señor Lara was murdered by the pair of the notorious "motorcycle killers," who ambushed his chauffeur-driven limousine.

The murders are carried out by unemployed youths from Medellín, Colombia's second city, which is widely regarded as the drug barons' corporate headquarters. Their services come cheap — a mere 200,000 pesos (£625) per hit.

But whoever tried to kill Señor Parejo seems more likely to have been an international contract-killer, whose fee may have run to a million dollars.

That the job was botched will not matter much to the leading members of the Medellín Cartel — Señor Pablo Escobar Gaviria, Señor Carlos Lehder Rivas and the Ochoa clan, who are the chief suspects for putting out the contract. They have made their play, which is to demonstrate that they are more powerful than Colombia's democratically-elected Government.

Apart from Señor Parejo, they have reportedly put out million-dollar contracts on Señor Betancur, Señor Jaime Castro (Interior Minister in Señor Betancur's Government and now a member of Colombia's delegation at the United Nations), and on the former US Ambassador in Bogotá, Mr Lewis Tamba, who lobbied hard for implementation of the extradition treaty before Señor Lara's murder.

## Russia admits death in rioting

Moscow (Reuters) — One person died and many were injured in nationalist-inspired riots in Soviet Kazakhstan, the *Litvinskaya Gazeta* said yesterday in the first confirmation of deaths in ethnic disturbances in the Central Asian republic last month.

The newspaper said a 28-year-old volunteer worker named S Savitsky was killed helping the police during more than 10 hours of rioting in Alma-Ata, the republic's capital. It said no rioters died.

Unconfirmed reports from the area have said about 30 police were killed in the disturbances, which broke out on December 17.

## Diary ruling

Hamburg (Reuters) — West Germany's Federal Supreme Court has rejected an appeal by two men convicted of fraud for selling forged Hitler diaries to Stern magazine. The forger and Nazi memorabilia dealer, Konrad Kujaw, had been sentenced to four years and six months, and the former reporter Gerd Heidemann to four years and eight months imprisonment.

## Music hater

Belgrade (Reuters) — A Yugoslav policeman has been suspended for beating an opera soloist because he enjoyed hitting singers, the semi-official daily newspaper *Politika* said yesterday.

## Korean row

Tokyo (Reuters) — North Korea rejected the proposal by the South Korean President, Mr Chun Doo Hwan, for a summit meeting with North Korean President Kim Il Sung this year.

## Actor protests

Washington (AP) — The actor, Michael Silev, spent the night huddled on a stretcher on Capitol Hill, where he and activist Mitch Snyder sought emergency aid for the homeless. "I will continue to be a part of anything I can do, to bring attention to the plight of the homeless," Silev said.

## Twin veterans

Denton, North Carolina (AP) — The United States' oldest known twins, Allie Grubb Hill and Maggie Grubb Lambeth, have celebrated their 103rd birthday with a party at a nursing home and congratulations from President Reagan.

## Japan tremor

Tokyo (AP) — A strong earthquake registering 6.9 on the Richter scale shook Japan's northernmost main island of Hokkaido, but there were no immediate reports of damage or injuries.

## Border escape

Hanover (AP) — A 29-year-old East German labourer fled across the heavily-guarded border in snow and sub-zero temperatures to West Germany early yesterday, police said. His escape brought to five the number of East German workers who have fled to West Germany this year.

## Migrant ship

Freemantle, Australia (Reuters) — About 400 immigrants from South Africa arrived in the biggest influx of immigrants by ship to Australia for almost 10 years.

## ENTERTAINMENTS

## CONCERTS

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## THE ARTS

## Coming up fresh

*Dust and Dreams*, Channel 4's current series of recycled *March of Time* newsreels, is addressing itself to the cataclysmic years of the Depression and the New Deal. Last night we saw redundant Pennsylvania coal-miners stealing coal from idle pits, New Hampshire businessmen reviving a mill town by diversifying its industries and federal tree-planters reclaiming an eerie moonscape in the dust-bowl of the south-west.

## TELEVISION

Quite what effect these relentlessly "up" documentaries had on their original audiences is not recorded; today, their method seems refreshingly naive. A ringing voice-over straight from *The Outer Limits* introduced a union demagog playing to camera with an identical delivery, and all the confrontations were shamelessly staged with the participants re-creating the relevant moment for posterity. Attitudes were struck, hands were pumped, the protagonists glanced at the unseen unit director for approval.

Compare and contrast the style of *They Were Only Sixteen* (BBC1), Tamara Day-Lewis's report on the youngest couple ever to win the senior British roller-dance championship. Paul and Angie already see themselves as the stars of their own myth. Nothing could have been more natural for them than to absorb beams on toast and Torville and Dean videos with a film crew squatting behind the sofa. Angie's dad's birthday party could not have been half so memorable without the added zing of ignoring the extra guests.

In competition, they became a young Gene Kelly and Bambi on castors, whirling and gliding in a variety of home-grown costumes whose lurid Christmas-cracker primaries were a welcome relief from upper-working-class pastel. Shaking is surely the last bastion of flared trousers outside the Third World.

Away from the limelight, everyone was a nice as could be, and the competition for the most extreme version of southeast demotic was kept mannerly. The S.O.D. will have it otherwise, but I am convinced we now have the true explanation as to why that which is boxing and bellfighting is called the ring is known in skating circles as the rink.

Martin Cropper



Heroic formality with just a touch of melodrama: Plácido Domingo with Katia Ricciarelli, unfaltering and consistently appealing in her beauty of tone

## Defects in a naturalistic vision

## OPERA

Otello  
Covent Garden

I argued here recently against surtitles as causing a splitting in operatic experience, between reading and theatre, understanding and participation. With *Otello*, however, that splitting is unavoidable, at any rate for an English-speaking audience, since we all carry around with us our own internal surtitles: "Put up your bright swords", "I took you for that cunning whore", even "Willow, willow, willow". Any performance of the opera has to be also a performance of the play behind the opera: there is hardly any other dramatic work in which the source material can be felt so close to the surface.

This would argue for some degree of irony in the staging, but Elijah Moshinsky's new production for Covent Garden is curiously straightforward. It certainly has plenty of staginess in it, as for instance in the shining of lanterns through the powder smoke in the first act or in the symmetry of Timothy O'Brien's sets (one never imagines Cyprus extending beyond the cubic metres presented), but the deliberateness of these plays is insecure: the impression is rather of defects in a naturalistic vision. In the same way, the large religious images projected in a Cimabueque crucifix in the first act, a baroque Deposition in the

also, under emotional pressure, affects a distraught stoop from the repertoire of melodrama. There is the same rather worrying division of attention in his singing. Where he can present Otello as the great master of events, as he can for instance in the closing scene of the third act, his vocal demeanour is resourceful and commanding: the curse in the sound of "Cassio" from his lips is powerful, and as thrilling as his first entry. But there are times, too, when his singing appears to be affected by an unduly romantic style of acting, not only in the scenes of jealousy, where a certain roughness can well be justified, but even in the love duet, where he had trouble in using his high register quietly.

Justino Diaz as Iago contrastingly avoids all histrionics, and follows Verdi's advice in showing the man slyly, by insinuation: his weapon is, after all, the insidious one of doubt, and Mr Diaz behaves with the utmost plausibility in making the doubter himself almost characterless. Even his Credo is delivered with a certain perfunctoriness, as if it were an expression he felt he ought to be making but could not fully endorse. This is not an Iago enslaved to evil: when Otello so easily falls victim to him, he is for a moment appalled.

In particular, Plácido Domingo has moments of heroic formality, but he

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That is not what he wanted; but then there is nothing that Mr Diaz's suave Iago does want.

Meanwhile Katia Ricciarelli's Desdemona has only one want, that of love and she expresses this with a consistently appealing beauty of tone. Her fine production makes her singing unusually exposed, but she never falters, and, though this may not be the most complex or moving Desdemona, it is a pretty achievement. Others in the cast include Kim Begley as a piping Cassio and Gwynne Howell as a solemn Lodovico.

The production is conducted by Carlos Kleiber, who again shows his flair for a vigorous loveliness of detail and for drama conveyed by perfectly even heightened, disciplined means. The violins were not always up to the strains imposed on them at Tuesday's opening performance, but certainly the score is more confidently and energetically presented than in the stage spectacle. It is exceedingly hard, after Peter Stein's towering production for Welsh National Opera last year, to be entirely happy with an evening that so fails to grip.

Paul Griffiths

## Aural mastery

## CONCERT

BBCPO/Downes  
Free Trade Hall,  
Manchester/Radio 3

That Alexander Goehr's new orchestral work is entitled *Symphony With Chaconne* is no great surprise. He has often displayed a penchant for fusing the great musical structures of earlier centuries to his own post-Schoenbergian (but these days increasingly ingratiating) language. His actual homage to Bach — *A Musical Offering* (J.S.B. 1985) — was not a particularly cogent example of this regenerative process. But this symphony is both masterful in construction and beguiling to the ear.

The Chaconne, third of four movements, has 35 repetitions of an eight-bar quasi-plainsong theme, first heard to spectacularly eerie effect on double-bass harmonics set against a gamelan-like conglomeration of plucked and struck sounds. From this shadowy beginning emerges a virtuoso set of variations, often elegiac in tone. It is a movement of rich sensuality, enigmatic emotional territory and complex orchestral effects, yet its progression — even its audacious shifts into different harmonic areas — strikes one as entirely natural.

This is the symphony's heart, but its first movement is as formidably conceived. Here pellucid scoring (including some lively stuff for bongos and tom-toms) and much sophisticated syncope impart a lifting feeling.

That element is deliberately run into, or over, slower material; and there is a third factor in high-explosive interruptions from brass and heavier percussion. These ideas are not reconciled, but each sets the thematic material (a simple four-note idea is paramount) into an intriguing new context.

The second movement is a similar non-dialogue between separate elements, but here the atmosphere is more disjointed and surreal. The final movement is, on first hearing, the most problematical: clearly a release of energy after the Chaconne, but edgy and unresolved in character. One constantly felt that an epic gathering-up process, of Sibelius-like proportions, was about to occur. But in fact the briefest of codas only emphasized that this symphony is more about coexistence than synthesis.

Goehr dislikes the search for non-musical "meanings". Here, however, he hints at some sort of incarceration (whether physical or spiritual) by prefacing the Chaconne with a quotation from the prison scene in *Richard III*: "And here is not a creature but myself".

This premiere was impeccably prepared by the BBC Philharmonic Orchestra under Edward Downes. Goehr's metrical complexities were cohesively delivered, balances were intelligently adjusted, and the woodwind players seemed to be relishing the arabesque-style solos that are not least among this work's pleasures.

Richard Morrison

## A masked ball

## DANCE

Pulcinella  
Grand, Leeds

When Stravinsky's *Pulcinella* was first given, in 1920, the composer shared the honours with Picasso's designs as well as Massine's choreography. So it is apt that Tuesday night's new production in Leeds should again draw on the talent of a distinguished painter, Howard Hodgkin, as well as the choreographer Richard Alston, even if it remains to be seen whether history will regard them as quite such giants.

The staging, sponsored by National Westminster Bank, is a joint venture by Ballet Rambert and Opera North, and benefits from the participation of David Lloyd-Jones as conductor, with Della Jones, Mark Tucker and John Tranter as the singers. (They were respectively Jacosta, Shepherd and Tiresias in the visually and orchestrally gripping, but vocally — except for Miss Jones — less compelling revival of Opera North's *Oedipus Rex* which started this double bill.)

In effective contrast to Stefano Lazzarini's clever black and white designs for *Oedipus*, Hodgkin provides vivid Neapolitan colours for *Pulcinella*. There are three abstract cloths to set the scenes, and a fourth that is most striking of all: a half-moon filled with blood in a black sky for Pulcinella's pretended death.

The costumes are a mixture, perhaps nearer to modern resort wear than to the *commedia dell'arte* originals from which they take a slight flavouring; the simpler ones for the early scenes are the best. Pulcinella gets to wear his mask only when he goes looking for his lady admirer; it was beginning to wonder how his friends would manage to disguise themselves as him after the faked death.

But Alston is not too much concerned with the plot, which he cuts down to a simplified form and completes when the music is not much more than half done. That enables him to spend the rest of the ballet on vivacious dances with only a slight theme of reconciliation.

Narrative in dance is not something that Alston has much bothered about before now, but (as with *The Seven Deadly Sins* for English National Opera) working in co-operation with a different discipline has enhanced his imagination. What is especially interesting is the way he uses traditional gestures to convey incident and character, but phrases them to the music more like dance than mime.

Ben Craft in the title part conveys an almost matinee-idol charm and a smooth, light, stylish comedy in place of the usual robust earthiness. It is left to Catherine Price to produce a touch of spirit as Pimpinella: clearly a woman to keep her man in order and cope with his enemies in her stride.

Irving Wardle

John Percival

## Children of a new golden age

The ever-daring London Sinfonietta tomorrow begins an enticing weekend on the South Bank in its 'Response' series: Michael Vyner, the brains and the power behind the ensemble, tells Stephen Pettitt of his conviction that modern music can speak with special eloquence to the young listener

Michael Vyner: "We've entered a phase of the most ravishing diversity"

Over the years — nearly 20 of them now — the London Sinfonietta has been responsible for many of the most significant musical events in the capital, commissioning new works, reviving the neglected and mounting festivals devoted to Stravinsky, Ravel, Varèse, Tippett and Britten. With the contract for the Sinfonietta's impending South Bank residency apparently guaranteeing respect for ensemble's programming policy, that is something which hardly is unlikely to change. Presumably, too, that means that arguably the most experimental events yet staged by the Sinfonietta, the "Response" weekends geared deliberately towards the young, will continue beyond the third of them, which begins tomorrow.

Why should a highly professional, internationally renowned organization like the Sinfonietta concern itself so closely with schoolchildren? Michael Vyner, who as the Sinfonietta's Artistic Director has been responsible since 1972 for dreaming up and realizing all those marvellous ideas, is adamant on that point. "Basically 'Response' has grown naturally out of all our work over the past 15 years, and from the fact that concerts are very boring. I mean (he reiterates forcefully) 'concerts are boring.' When Michael de Grey, our Administrative Director, joined us in 1981, he went to some Sinfonietta concerts. His reaction was that it was a



marvellous orchestra, playing marvellous programmes, but it was a shame that the audiences were tending to turn up at every concert. Vyner took the step he saw as necessary in order to put new faces in the crowd. "We advertised for an Education Organizer and found Gillian Moore. She went out and talked to county music advisors, heads, teachers and children, and told them about a stunning series of concerts of contemporary music for which she wanted to arrange preparatory workshops for kids of 12 to 16."

Some schools bit eagerly at what should have been a universally tempting cherry, and suddenly Sinfonietta people found themselves encouraging children with no formal musical training to compose, say, a piece involving bird-song, in order to equip them for a work like Messiaen's *Oiseaux exotiques*. "The results have been mind-boggling. It's broken down virtually every single barrier — of snobbish money, the English class system, between the kids, just ordinary kids, and contemporary music. This thing's become very big." This clearly pleases a man who, though good enough a violinist in his teens to play concertos with the National Youth Orchestra (his colleagues included David Atherton, Antony Pay and Christopher van Kampen), suffered an indifferent musical education at grammar school.

And his the thing certainly

is. The education project demands that selected players, singers from the Sinfonietta Voices and others associated with what Vyner regards as a close (but not closed) mutually helpful family, go to schools all over the country, their assignments financed in whatever way possible: sometimes by the Arts Council, sometimes from Sinfonietta funds, sometimes from the schools themselves. But money is only one problem. "To find the right people as animators, people that can go into schools and communicate, is actually very difficult. Paul Crossley's done some, Colin Matthews has done some, Nigel Osborne is terrific. There's a pool of about 14."

As the schools projects multiplied, the idea of "Response" seemed a natural consequence. "The first 'Response' over a year ago now, was highly experimental. It was held in the old Music Box at the Festival Hall. It was hot and noisy, the seating was bad, the acoustic was awful, but it was free and people could come and go at will. The idea was that we would have no barriers at all. And, despite many fears, it was successful. Then the GLC gave money for a second one, last March, which was even more popular; we had to move a temporary wall back to accommodate 300 extra people.

"Perhaps nobody's going to come to this one. They're going to have to pay for the concerts this time, but at least

we've got the nice, noiseless Queen Elizabeth Hall and the foyer. Let's see how it goes." There seems little reason to believe that it will go in any manner other than with a swing. Apart from composition and performance workshops, talks, films and foyer performances, all centred on five featured living composers (three of whom — Xenakis, Birtwistle and Henze — will be in attendance), there are three evening concerts, to be given by the Sinfonietta, which look to be very un-boring prospects to my eyes.

But what of the product Vyner is encouraging the youngsters to consume? "I've got great faith in the future. The music being written now is even more wonderful than before. We've entered a phase of the most ravishing diversity: Brian Ferneyhough, James Dillon, Simon Holt, Mark-Anthony Turnage, Oliver Knussen, Nigel Osborne, Colin Matthews, Robert Saxton, Chris Dench, Michael Rosenzweig, all living within about 20 miles of each other. That's not bad, is it? And then there's Sandy Goehr, Michael Tippett, Harry Birtwistle, Max Davies — and people like Simon Rattle or Esa-Pekka Salonen only too willing to conduct it.

"It's absolutely amazing. It seems that composers are no longer frightened of being genuine, of following their own artistic paths. Consequently they're not frightening anyone any more; they're communicating. This is a Golden Age, and I'm really very pleased that I am where I am."

## THEATRE

RSC tour  
Hightown  
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Now on the final stretch of its three-month tour, the RSC's road company are spending this week in a bleak Luton sports hall which becomes thoroughly thawed after a matinee and an evening performance. The programme consists of *Much Ado About Nothing* and *The Merchant of Venice* (after past experience the company are no longer burning their fingers with non-Shakespearean plays), both played on a timbered arena stage (by Di Seymour) that undergoes minimal alteration in moving from Messina to Venice and Belmont.

As so often, necessity generates style; and visual austerity is matched by the uncluttered vigour of Ron Daniels's and Roger Michell's productions. In marked contrast to the Stratford repertory, there is no brain-storming search for a new way to do these plays. They are addressed to unjaundiced eyes, and the emphasis is on narrative and emotional clarity. This can be a recipe for boredom, but not when projected through a temperamental spectrum as rich as this troupe.

Opening cold under the girders and wintry light of an overhead window, Mr Daniels's *Much Ado* has the tougher job of the two; and not until the first act dance gets into full swing do the Watteauesque silks and Peninsular War uniforms start warming into life. Energetic throughout, the show proceeds to develop comic routines in the most unsuspected places. Borachio (John Bowler), fresh from "smoking a room", pursues one of the girls with a lit gun, and his subsequent arrest by the Watch promotes a tremendous hue and cry.

The main electrical charge comes from the central performances of Fiona Shaw and Nigel Terry, who at first come over as a pugnacious charmless couple closer to Kate and Petruchio than Beatrice and Benedick. Without question, they lose a lot of laughs; but their performances are absolutely in key with what has always been an ugly story, and the value of the sacrifice appears in the church scene



Making hair stand on end: Nigel Terry's venomous Shylock

where they drop their comic masks and reveal a strength of anger and passion much beyond the play's normal boundaries.

There are beautifully prepared climaxes from Paul Rhye's intensely dislikeable Claudio and Dick Brannick's Dogberry, a petty official so entranced by his own status that it never occurs to him to show any officiousness.

In *The Merchant* the three tall windows on Miss Seymour's back wall are replaced with the dark shelves and drawers of a Victorian office. These also prefigure the atmosphere of a production soaked in romantic sadness. For once, there is no mystery in Antonio's melancholy. Paul Webster plays him as a reluctant man of business who would love to exchange his black suit for the jaunty costume of the playboys who barge into his premises. With

its contrast of light and dark and its pastiche *Liebestraum* accompaniments (by Jeremy Sams), the production goes as far as possible towards honouring Antonio's place in the title.

Mr Terry and Miss Shaw reappear as Shylock and Portia: finally coming into memorable contact in a trial where she lectures him on mercy with her hands stuffed into the pockets of her striped trousers, and brings up the little question of shedding blood as an apologetic afterthought. Mr Terry, making no attempt at an Hebraic accent, plays Shylock as rabidly venomous from the start, enthroned on stage as the Christians come begging and responding to Jessica's desertion by collapsing into dishevelled madness. Mr Terry remains a rover; but he makes your hair stand on end.

Irving Wardle

John Percival

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## SPECTRUM

# A talent to smoulder and chill

## THE TIMES PROFILE

GLENDIA JACKSON

When Ian Woodward, Glenda Jackson's astute and painstaking biographer, came to write her story, he subtitled it *A Study in Fire and Ice* and wrote almost apologetically about the woman's essential paradoxes. Clichéd, but true — and how. Look at the words often used to describe her: "formidable", "masculine", "bossy" (her own), "anti-social", "aggressive", "smouldering", "rapacious".

The masculine side to her character has proved itself most recently in her withering autocratic Bernarda Alba in Nuria Espert's acclaimed production of Lorca's all-woman prose tragedy, *The House of Bernarda Alba*, which transfers to the Globe Theatre in the West End tomorrow after being one of the hottest tickets in town during its initial run at the Lyric, Hammersmith late last year.

But the other sides of Jackson are legion. Does one remember her imperious toady Elizabeth R? Her joyously funny appearances with Eric and Ernie on the 1971 *Morecambe and Wise Show* and with the Muppet Mob in 1980? Her mockingly pre-feminist Hedda Gabler, her astonishing five-and-a-half hour epic in O'Neill's *Strange Interlude*, her refreshingly unglamorous Cleopatra for the RSC in 1979?

Or, perhaps most enduringly, her astonishing international debut as Charlotte Corday in 1964, a role which in Peter Brook's acclaimed production of Peter Weiss's *Marat/Sade* showed us a young, almost unknown, actress from the Wirral expressing a mixture of incipient sexual hysteria, soporific melancholia and a horrifying and horrified political resolve in a way so electrifying that — as one of her earliest mentors, Charles Marowitz, exclaimed — it was as if she had been mined, an explosion waiting to happen?

It happened. We have not yet touched upon her mould-breaking screen career in the Seventies, which not only made her the first strongly independent movie queen since Elizabeth Taylor but one of only eight actresses to win two Academy Awards. Jackson's success paved the way for the likes of Meryl Streep and Kathleen Turner as well as redefining on-screen eroticism for the permissive, sexually knowing age.

Her sexual curiosity Guden in *Women in Love*, her deranged nympho wife to Richard Chamberlain's Tchaikovsky in Ken Russell's *The Music Lovers*,

the more frothy, adult comedy of *A Touch of Class* — this was feminine acting as divorced from the norm as the casting requirements for romantic leads were from the tubby, toothy, Cheshire RADA graduate whose diploma in 1956 was accompanied by the warning: "Don't expect regular work until you're 40, dear."

Jackson was born in Birkenhead, the eldest of four daughters, to a mother who was a home help and a bricklayer father who spent the war years on minesweepers. Though the family moved in 1939 to smarter Hoylake, the upbringing she received instilled in her a strong puritan streak, a hard-headedness and need to work far removed from some of the seething neurotic she has handled on screen and stage. Similarly, she developed a strong independent streak and an anti-authoritarian larkiness at school, a defence against her own image of herself as "a really plain, most hideous child, enormously fat and very spotty".

A rare school trip to see Donald Wolfit as Shylock in Liverpool entranced her at 15, but dance classes and, later, amateur dramatists were more of a cure for boredom, an outlet for untapped energies. Her heroines were, and remain, the tough, aspiring Hollywood queens of her local cinemas: Joan Crawford, Anne Bancroft, Barbara Stanwyck and, particularly, Bette Davis another celebrated Queen Bee.

Having left school at 16 with three O-levels and a thorough distaste for formal education, she applied to RADA, she says, out of a vague desire to kick against the humdrum. She wouldn't have worried too much about returning to the local branch of Boots, where she worked on the laxatives counter, being considered too young for the contraceptive end.

After a long period of intermittent work, poorly-paid fill-in jobs and tacky reps, it took two very unconventional theatre workers, Marowitz and Brook, to discover the enormous potential waiting to be tapped in the rather wilful and unorthodox player, now thinned out by an acute attack of sinusitis to the boyish angularities more familiar to today's audiences.

Her guts and determination were best encapsulated by her ex-husband, Roy Hodges, whom she met on her first professional engagement in Worthing. "If she'd gone into politics she'd have prime



Mother figure? In *The House of Bernarda Alba*, opening in the West End tomorrow, Jackson rules the roost

minister, if she'd taken to crime she'd be Jack the Ripper," he said. Such qualities have not endeared her to some colleagues. Her frankness and contempt for the second-rate is legendary. She once dismissed the Royal Court as "an albatross around the neck of the British theatre". When she was wowing audiences on Broadway in the *Marat/Sade* she amazed respectfully adoring interviewers by exclaiming that the show was literally driving her and the company potty. "We're dying for the end to come so we'll never have to do it again."

When she appeared at the Court in *The Three Sisters* with the 20-year-old Marianne Faithfull as a much-publicized debutante, she actually threw Mick Jagger and entourage out of the dressing room with the words: "My God, they could have had you on the staircase — why did they bloody well have to crowd in here?" Faithfull, who had transgressed a common rule about

pre-performance visitors, was much chastened.

Formidable Jackson certainly is, but many actresses have cause to be grateful for her indomitable brand of ice and fire. She has helped to rewrite the rules, and by doing so has emphasized that vocal power and stage domination are no longer a male province. When she played Ophelia opposite David Warner's celebrated feckless student Hamlet, one critic went so far as to say that the casting should have been reversed, so against the normally wilful, depressive mould was her interpretation.

Now, in Lorca's play, Jackson's mother figure is a fiery, bitter instrument of social and sexual repression, stalking the courtyard of her Spanish fortress home in pinching shoes and black shroud, supported by a stick and a sense of moral propriety that proves far more telling a weapon with which to beat her collection of scheming and sexually frustrated daughters.

At 50, Jackson occupies such commanding heights in the English-speaking theatre that a considerable reaction has set in. In 1979 the insults of youth returned when certain critics wondered if she was really glamorous enough to play Cleopatra. More pertinently, her tendency to mannerism, her arrogance, world-weariness, experiments with emphasis and phrasing as if for the purpose of holding centre stage at all times have angered both critics and audiences.

In 1976, one critic, assessing her performance in Edward Bond's adaptation of *The White Devil*, noted a tendency to behave as if she knew the plot from the start and couldn't do much about it anyway. On the first night of that production at the Old Vic, no less a personage than André Previn, seated in the front stalls, was heard to scream in outrage as Jackson took a swordthrust into her vagina and perished in perilously underlined pain and pleasure.

### BIOGRAPHY

- 1936: Born May 9, first of four daughters of Harry and Joan Jackson, in Birkenhead, Cheshire.
- 1947: West Kirby Grammar School for Girls, begins ballet classes.
- 1951: School trip to see Donald Wolfit as Shylock, first experience of theatre.
- 1952: Leaves school to work in Boots, takes elocution lessons in Liverpool, joins amateur local theatre group.
- 1954: Scholarship to RADA.
- 1957: Professional acting debut at Worthing.
- 1963: Bit-part in first film, *This Sporting Life*.
- 1964: Joins Royal Shakespeare Company, appears in Peter Brook's *Theatre of Cruelty* season, notably as Charlotte Corday in Peter Weiss's *Marat/Sade*.
- 1965: Debut on Broadway.
- 1969: Birth of son, Daniel.
- 1971: Oscar for *Women in Love*.
- 1974: Oscar for *A Touch of Class*.
- 1976: Divorced from husband Roy Hodges.
- 1978: CBE in the Queen's Birthday Honours.
- 1982: Helps to form Women's Playhouse Project.
- 1983: Forms United British Artists with fellow stars, Opera Glenda Jackson Theatre in Birkenhead.
- 1984: Lectures on drama at Oxford and in United States.
- 1986: Returns to London stage in Lorca's *The House of Bernarda Alba*.

From Corday to Phaedra, from the Theatre of Cruelty preview season at LAMDA in 1964 (where she became the first serious actress to appear nude on the British stage) to *The Music Lovers* — which led to a horrid Auberon Waugh to berate the exposure of her "Mohican public tufts" — Jackson has been a great unsetter. Nudity never bothered her. Perhaps Waugh's re-spouse explains in part why she has often expressed qualms about the usefulness of the male sex.

Since the heady Seventies, Jackson's film career has been less distinctive, despite some underrated outings in low-budget affairs like Karl Francis's made-for-TV *Giro City* and Alan Bridges's *The Return of the Soldier*. Her recent career has encompassed teaching at Oxford and in Pennsylvania and forays into production with both the glitzy United British Artists conglomerate and Jules Wright's Women's Playhouse Trust, of which she is a board member. Though only intermittently productive, both outfits are linked by their commitment to finding new and exciting scripts.

A member of the Labour Party at 16 and a committed Socialist since those tough Cheshire dockland days, Jackson also has the potential for a transatlantic-style progress into politics. In 1983 she turned down only narrowly an offer from the Welsh Labour Party to contest the marginal seat of Bridgend. A teacher at her grammar school first noticed her potential as an actress from her prowess as a public speaker.

Her appearances on the London stage have not diminished with time and remain as welcome as ever, despite her undoubted capacity to draw venom as well as honey from her audiences. Theatre began as an education for Glenda Jackson: she has paid back the debt many times over. Fire and ice indeed.

Steve Grant

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## Eagle eye on fallow fields

Plans to convert redundant farm land into new courses will cheer British golfers

Where the farmer tells today, the golfer will swing tomorrow: government plans to prevent redundant farm land from simply being left abandoned include the relaxation of planning restrictions, and grants to help with the capital costs of creating new courses.

The idea is said to have the active backing of the Prime Minister, possibly on the persuasion of a keen golf-playing husband. It will certainly please the queues at the first tee, and the wider leisure industry. It could even satisfy the conservationists.

The sport has had its ups and downs. The 1983 General Household Survey pointed to a decline of just under a third of the total number of people playing golf, from 1.7 million in 1977 to 1.2 million by 1983. But golf is one of the country's fastest growing sports, according to the Association of Golf Club Secretaries. In 20 years the average number of members per club has risen from 300 to about 700.

British players are positively pampered compared with the Japanese, who are forced to practise shoulder-to-shoulder on the tops of office blocks. Nevertheless, there is scarcely a club in the country where demand does not exceed playing space.

A new generation of courses would be likely to refresh the appeal of the game to those who may have found it too snobbish. The new courses will probably be attached to hotels and country clubs offering a wide

range of family facilities such as tennis courts and swimming pools. Two-fifths of American courses are part of this type of family leisure facility.

"There are a lot of people who would pay for family membership," says David Griffiths, a golf architect. "Many men don't spend much time playing golf because it is anti-social."

What golf architects have lacked for years is large open space — about 120 acres for the average course. For the past few years an average of about 10 courses a year have been built in the UK. In the 1970s the Sports Council estimated that London and the South-east alone required 14 new courses a year.

The shortage of facilities is most acute where it affects the youngest players. Dr Hew Squire, deputy director of The Golf Foundation, which has given instruction to 60,000 youngsters, says: "Golf professionals tell us they don't know where these children can go. Courses are very crowded."

Conservationists too, would prefer redundant farm land rather than prime nature habitat to be turned over to golf courses. There has been growing pressure recently to build golf courses on important wildlife sites. David Griffiths says that trees and tangled corners suitable for wildlife could easily be designed into golf courses on farm land which previously had no nature interest.

Gareth Huw Davies

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### CONCISE CROSSWORD NO 1156

ACROSS

- 1 Seedy (6)
- 4 Soft breeze (6)
- 9 Condemn (7)
- 10 Opinion (5)
- 11 Slattern (4)
- 12 Initial rocket ascent (7)
- 14 Women's vote militant (11)
- 18 Finger inflammation (7)
- 19 Sore (4)
- 22 Dolt (5)
- 24 Foreboding evil (7)
- 25 Segregated quarter (6)
- 26 Disregard (6)

DOWN

- 1 Ill (4)
- 2 Make void (5)
- 3 Plentiful (9)
- 5 Shock treatment (1,1,1)
- 6 Distribute (4,3)
- 7 Consent to (6)
- 8 1918 US Marines battle site (7,4)
- 11 Emergency call (1,1,1)
- 13 Young bird (9)
- 15 Use (7)
- 16 Day before (3)
- 17 Canvas roof (6)
- 20 Snapshot (5)
- 21 Small island (4)
- 23 Baby (3)

SOLUTION TO NO 1155

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DOWN: 1 Bluffa 2 Operetta 3 Hut 4 Horse chestnut 6 Age 7 Zither 8 Chastity 11 Treatise 14 Waterloo 15 Kung Fu 17 Maroon 19 Mood 22 Bib

## When the sword strikes the pen

Press freedom is increasingly under threat, as a conference in London will be told this week

When the media representatives of 35 countries meet in the London International Hotel tomorrow to begin their three-day conference on censorship — *Voices of Freedom 87: Challenging the Censors* — the first thing they are likely to agree is that to be a journalist in the 1980s is a distinctly hazardous affair. It is not just that real, absolute freedom of the press, with no form of censorship of any kind, does not exist anywhere in the world, but that violence against reporters has become alarmingly commonplace in many countries.

In 1985 alone, according to a report prepared by the Committee to Protect Journalists, an American pressure group, 25 journalists disappeared or were killed, 150 others were arrested and 45 news organizations were silenced. International PEN has estimated that in 1984 there were 472 writers or journalists in prison somewhere in the world. The conference will see a "journalism morbidity table" which shows that while nine journalists died in 1982, 19 were killed last year.

What the delegates will also learn, from the briefing paper prepared by Index on Censorship, is that the forms that government censorship can take today are many. Down at the milder end of the spectrum, they take the shape of directives issued on taboo



Journalist at risk: Nicholas Daniloff (above), the American held by the KGB and "exchanged" for Gennady Zakharov (right)

subjects, as in Zimbabwe, where the ZBC newsroom was told that all mention of North Korea should be "friendly".

A little higher comes the expulsion of foreign journalists: not long ago John Burns, Peking Bureau Chief of the *New York Times*, was expelled from China for "spying, gathering intelligence information, and entering an area forbidden to foreigners". Last year Nicholas Daniloff, the American journalist, was held by the KGB for 13 days and released in September in "exchange" for Gennady Zakharov. And in the same month Jan Raath, *The Times* correspondent, was expelled from Zimbabwe, though he was readmitted in November.

Opposition newspapers can suddenly be closed down, as in Nicaragua, where *La Prensa* was shut down in June 1986 the day after it heralded as a victory a US Congress decision to grant \$100 million to the Contra forces. Moving to the top end of the

spectrum, censorship can be punishable by imprisonment of up to 10 years. But a general interest in censorship and the fate of reporters who defy it is relatively recent. Though Index on Censorship came into being in 1972 to help banned and persecuted writers by publishing their work, it was not until the 1980s that the topic attracted the serious attention of editors and newspaper proprietors.

Starting in 1981, the World Press Federation Committee — sponsors of the conference and consisting of 32 "journalistic organizations" — has been meeting regularly, while the American CPI now campaigns actively, by sending telegrams to all concerned, on behalf of endangered journalists.

The intention of the conference, which is American-dominated and on the whole to the right of centre (reflecting the membership), is not, however, to chronicle dis-

asters. Dana Bullen, executive director of the WPF, insists that what is being sought is a "list of practical ways of fighting censorship".

Some of the ideas already before him include: forging closer links between press organizations willing to support legal challenges to censorship; setting up a watchdog system for spotting journalists in trouble; trying to reach agreement that where material is censored in one country, it will be printed in another. "The most important single issue that faces us," says Dana Bullen, "is: what can we do?"

How effective any of the conference resolutions can be may be in doubt, but no one questions the value of the publicity it will generate. "And perhaps publicity is our only real weapon," says George Theiner. "One shouldn't underestimate it. Without it, would Zakharov be back in Moscow?"

### 'Censorship can take many forms'

1986: A BAD YEAR FOR JOURNALISTS

Killed: 19 (Brazil 1, Canada 1, Chile 2, Colombia 2, Lebanon 1, Mexico 4, Nigeria 1, Philippines 2, South Africa 2, South Korea 1, United States 1, Yemen 1) Kidnapped/Disappeared: 13 Arrested: 178 Expelled: 40 Harassed: 214 (including single journalist threatened, newspaper closed, radio station bombed, etc.) Source: Freedom House, New York (January 1987)

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## THE TIMES DIARY

### Down on the coarse

Wentworth Golf Club, the once jealously guarded citadel of the golfing aristocracy, has outraged some long-standing members by opening its doors to what we are trained these days to call a broader social mix. Where once a new member was subjected to rigorous scrutiny by a stuffy selection committee, a new scheme allows international companies to buy corporate membership, entitling them to introduce two company members. The committee has yet to object to any nomination. Thus Japanese, American and Korean company executives are now to be seen strolling the hallowed ground. They are likely to jostle shoulders with other recent members, such as Jimmy Tarbuck and Bruce Forsyth. One veteran told me that other nameless "showbiz grunts" are bringing along their bookmakers and friends: "golden handshakers from the City". "They don't even need to know how to play golf," he complained. Cyril Hodgson, a club official, says he is mystified by the complaints: corporate membership takings help give other members a preferential rate.

### Marching order

One man with more to lose than most from Prince Edward's decision to leave the Marines is his former personal steward, at Lympstone, David Salter. The prince had intervened last month to save him from the sack. Salter, who served him in the officers' mess, is one of 30 cooks and stewards who will be made redundant by the MoD on March 27 because catering at the Commando Training Centre is being privatized. Edward wanted Salter to stay for the remainder of his training period. Salter cannot have guessed how short that period would turn out to be.

As if we didn't have enough government departments, yesterday's white paper on spending has created another: this year "Customs and Exercise" is costing the nation £396 million.

### Standstill

Senator Edward Kennedy has leapt to the defence of artistic integrity. He is putting before Congress a bill to give artists "moral rights" over their work after it has been sold. The provision would prohibit the public display of an artist's work that has in any way been altered, defaced or modified without the artist's permission. It follows an incident in Pittsburgh several years ago when a black and white mobile by Alexander Calder was bought by a trade union and displayed at the Greater Pittsburgh International Airport. It was turned into a stationary sculpture and painted green and blue, the city's official colours.

In a rare fit of liberalism, the South African government has just unbanished *The Communist Manifesto*, unobtainable there since the 1950s on the grounds that it was too dangerous for general consumption.

### Family seat

Architect Quinlan Terry, currently working on the prestigious Richmond Riverside redevelopment, is feeling vindicated. Sacked from working on plans for Henbury Hall, a multi-million pound country seat for Ferranti Electronics chairman Sebastian de Ferranti, he exhibited the rejected blueprint at a Bond Street gallery. It was snapped up by a mystery buyer — now identified as Hugo de Ferranti, Sebastian's son and heir. Hugo, director of a St James's art gallery, is "very much his own man", Terry tells me.

BARRY FANTONI



"I hope it stays up better than Virgin shares"

### Hard to please

Never accuse Sir Michael Havers, the former judge among the judges of this week's Whitbread Literary Awards, of not speaking his mind. At Tuesday night's ceremony, the Attorney General pontificated that he would not let his grandchildren read *Coal House* — the winning children's book by Andrew Taylor — because of its language. He also ventured that he "didn't like any of *Sey*", by Peter Reading, the poetry winner. So what did he enjoy? I am told that in the selection of an outright winner he voted for Richard Maberly's biography of Gilbert White. A fellow judge confided that Sir Michael so annoyed everyone that nobody even mentioned that Ken Livingstone had turned up in a lounge suit rather than stipulated black tie.

PHS

# Hypocrisy and the hostages

by Charles Krauthammer

Washington  
"When it gets hot," says the sweltering Florida cop in the film *Body Heat*, "... people think the old rules are not in effect. They start to break them ... It's emergency time. Time out."

I apologize for the cruelly unseasonal metaphor, but there is no escaping that Irangate has raised the political temperature in Washington. The normal rules have been suspended. It is not exactly that everyone is out to get a wounded president. It is that with the collapse of the president's authority, self-restraint vanishes. Anything goes.

The most flagrant hypocrisy, for example, last week the big story was that someone in the know — Robert McFarlane, the former National Security Adviser — had finally admitted that President Reagan had dealt with Iran not from some worthy motive like geopolitical maneuvering but from a discredited concern for American hostages and their families. The facts of the accusation ring true to anyone who follows Reagan (though they were denied, with documentary backing, by the White House). What was novel, however, was the media's sudden loss of interest in the welfare of the hostages.

For when the TWA hostages were held in the summer of 1985.

the media, television in particular, could not get enough of them. And their families. And the Lebanese held by Israel (demanded by the hijackers and delivered, later, by the US and Israel as ransom). And their families. The numbingly exploitative TV coverage, the remorseless family interviews, the heartrending personal manipulation of public sentiment — all added up to a relentless pressure on the Reagan administration to give in to the terrorists' demands.

What of today's hostages? A USA Today poll on October 1, 1984, found that two thirds of Americans thought that the president was not doing all he could to release the Beirut hostages. Well, it turns out that this time Israel, and Reagan, went the extra mile.

And now the media profess shock that hostages were ransomed. We are told that we must not bend before terrorism. Yet last year TV presenter David Hartman was negotiating ransom terms with Nabih Berri, leader of the Shia Amal militia, over coffee on the Good Morning America show.

Hostages, it is said, should not be placed above the national interest. True. But was that proposition not equally true before

November 4, when the Iran arms story broke? It was. Before November 4, however, a hard line on terrorism was not a ready avenue of attack on Ronald Reagan. The media's short institutional memory is convenient.

Where are the hostage families now? They have disappeared down TV's memory hole, the great missing element in the extravagant coverage of the Iran affair. The hostages don't fit the story, the downfall of a presidency. They clutter it.

Yet until recently the cause of even this current crop of Americans held hostage in Lebanon was rather chic. The families, and their complaint that the administration had abandoned them, drew considerable media attention. *Newsweek* did a big spread on them in October. But come December, they don't exist.

Dr David Jacobson's release in November and his order to the press to "back off" the Iran story marked the end of hostage chic. Proof last month *The Washington Post* ran three readers' letters attacking the columnist who quoted a professor who had the audacity to write in *The New York Times* that the hostages

didn't have to be in Lebanon. Concern for hostages has so completely vanished from the scene that it has become fair game to accuse Reagan of caring in to the Iranians not out of concern for them (an obvious, if wrong-headed, reason) but out of hunger for votes. Anthony Lewis pretends that the reason Reagan let the Iranians diddle him for months was "the hope that the president will be able to stand on the White House lawn with freed hostages before election day." A strange motive for an operation that began in the summer of 1985.

Lewis's attack is particularly mean-spirited since he was one of those pushing hard last year for acceding to the demands of those holding the TWA hostages. Reagan was wrong, but it is hard not to credit him at least with genuine feelings for the hostage families with whom he made the fatal error of meeting often.

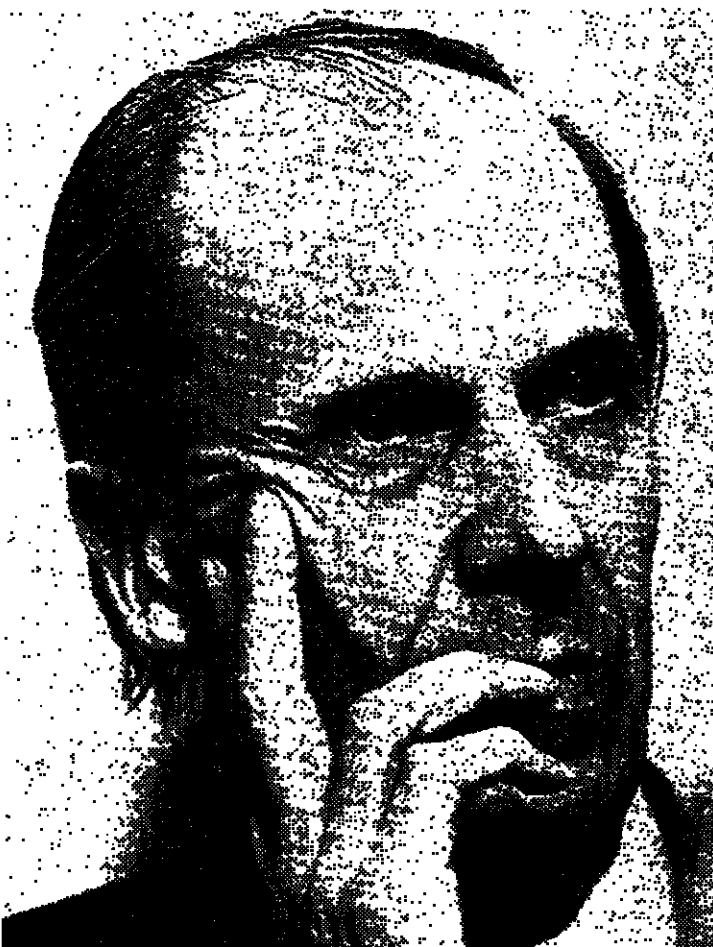
Of course, just because the media have been beating the hostage drum for years and are now silent does not mean that the administration should have changed its policy too. But it does give us a glimpse of administration duplicity a hollowing.

No matter. It is hot. The Teflon shield has worn off. When it is open season, no one notices.

© New Republic, 1987.

Robin Oakley on the man under fire all round — especially from his colleagues

## Election asset or liability?



Tebbit: a hero on the doorstep, but Tory MPs will ensure he does not succeed Mrs Thatcher

As chairman of the Conservative Party, Norman Tebbit is the man whose task it is to win the election for Mrs Thatcher. Yet the opposition parties are convinced they can use Tebbit to win them the election for them.

While Conservative supporters may look to Tebbit as the man who articulates their aspirations most effectively, there is among Tory ministers and MPs an unease about him which has been sensed and seized upon by Labour. Only on Tuesday Bryan Gould, Labour's campaign co-ordinator, accused Tebbit of bringing a new brutality to British politics.

The case against Tebbit (being sedulously spread by his enemies within the Tory party) is that he has lost the Prime Minister's confidence and that it is dangerous for the Conservatives to be entering an election campaign with an isolated and unidirectional chairman who cannot be relied upon to implement any strategy she chooses, but is likely at any point to do his own thing instead. The anti-Tebbit faction argues that he has established no *esprit de corps* in Central Office — that he has become a remote figure at the centre of an office whose minions are frightened to exercise initiative. From within Central Office come tales of vice-chairmen enquiring anxiously after silliness, hour-long meetings with the chairman, "but what did we actually decide, for God's sake?" Most cruelly of all, it is said that Tebbit has simply not been the same man since that night in October 1984 when he was hauled, badly injured, out of the wreck of the Grand Hotel beside his tragically paralysed wife, and that he is too exhausted physically and mentally to discharge his office except in bursts.

So how much of this is true? It can safely be said that, yes, Mrs Thatcher was angry with Tebbit for continuing his battery against the BBC over the bombing of Libya long after she had told him to stop; that she was further irritated that Tebbit appeared to be stoking up expectations of an early election which she may not want to call. It is also certain that Tebbit's hopes of writing the election manifesto while other ministers got on with running their departments have been thwarted. The key decisions are being made by the strategy committee which Mrs Thatcher set up to include not only Tebbit but Lord Whitelaw, Douglas Hurd, John Wakeham, Sir Geoffrey Howe and Nigel Lawson.

It is a reflection of the poor relations between Mrs Thatcher and Tebbit that he is seeing a good deal of Cecil Parkinson, his predecessor as chairman, and that John Biffen, the Leader of the House, who has criticized the

rough-house politics which are Tebbit's trade mark, has been readmitted to the fold. According to her intimates, Wakeham, the Chief Whip, with whom Tebbit has clashed on key issues, has become a major influence on Mrs Thatcher's conduct.

On the other side of the Tebbit divide, it was no coincidence, say the chairman's friends, that the event which recently revived controversy — a *Guardian* article by the influential Hugo Young — appeared just after an opinion poll had indicated Tebbit as the favourite among Conservative voters as potential successor to Mrs Thatcher.

Tebbit is an ambitious man who would like to lead his party. He has rivals and enemies. As chairman, he has moved to the sidelines influential figures such as Sir Gordon Reese and advertising man Tim Bell. He has upset fellow ministers with his eagerness to have a finger in every Cabinet committee pie. The wets don't like him anyway. The pragmatists lost faith in Tebbit's ability to deliver as the Tories languished in the polls last year.

Tebbit was not responsible for the errors which damaged the government then, but as Fulham

and Ryedale fell, West Derbyshire tottered and Tory administrations were turned out of the town halls, he became the inevitable scapegoat. When he took over as chairman Mrs Thatcher was deeply unpopular on the doorstep; Tebbit announced that it was part of his task to divert much of the flak to him — a task in which he has undoubtedly succeeded.

But he failed to spring to the Prime Minister's side on issues like Westland, the General Motors bid for British Leyland and the bombing of Libya. Mrs Thatcher's closest associates have begun to fear that Tebbit is no longer a Thatcherite but is, instead, a Tebbitite, playing for his own future.

The Tory wets, particularly the Conservatives from grander backgrounds than his, have long resented Tebbit's ability to articulate the prejudices of the man who goes down to the pub every Sunday morning in a blazer getting just a little bit too tight. They need and want the votes of such people but do not always want to listen to their opinions. Tebbit has forced them to do so. Now, with the Tory game plan changing, they see their chance to strike back.

Many Tories feel uncomfortable with the Tebbit style. The sheer brutality of his language often sounds worse in cold print than it does in delivery. But that air of lapel-fingering menace — "Nice little party you've got here, Dr Owen. Be a pity to have anything nasty happen to it" — is not to every taste. That is what has enabled the opposition to seize on and exploit the remark attributed to Tebbit by Hugo Young, that nobody with a conscience votes Conservative anyway, a remark which Tebbit vehemently denied having made.

The denial could hardly have been more categorical. But the episode is damaging because people believe that it is the kind of thing that Tebbit might have said. In the new age of three-party politics, when David Owen can be invited on TV to castigate the government and say instead that Mrs Thatcher is right on a particular issue, Tebbit's instinct is still to maintain that everything the Opposition does is either wicked or stupid, and usually both. There lies Tebbit's real problem. Politics has moved on, and he has not.

But the critics are forgetting that Tebbit had a stunning success with his two speeches at this year's party conference, demonstrating his full recovery from the Brighton bombing. The grander Tories may find it hard to love him, but the troops do not. They remember the raw courage he showed when rescued from the Grand Hotel. They still admire his combative instincts in facing the old enemy. He still stands out as the beacon of hope for the generations who have seen the world changed without anybody asking their permission to change it; the generations who are perplexed by the breakdowns of discipline, by sexual licence and by the widespread abandonment of the Puritan work ethic.

If the Tory party ceases to speak for those people, it will do so at its peril. And the examination of any newspaper postbag after one of his "bring back the old values" speeches will confirm that Tebbit still has a hold on the hearts of such people, even if he does not have the answers to their worries.

Though the Tory party at present has a prime minister and a party chairman who are far from close, there is no question of Mrs Thatcher being able to change him before the election.

In the longer term, Tebbit's opponents have little need to worry. For when it comes to the next leadership election, it is the MPs, not the rank and file, who have the votes. No man who has gratuitously upset as many of that group as Tebbit has done over the years is ever likely to be elected party leader.

Jonathan Mirsky

Matthew Parris

## But I don't think I know you...

The sixth estate agency is opening in Northcote Road, SW 11. It's Sunday, but men are working, finishing the plasterboard above and installing the gas log effect fireplace. Soon the indoor plants and the staff will arrive — pretty women who are all called Caroline or Nikki; and smart young men with smooth-talking smiles, nicely creased accents and Volkswagen Golf GTIs: the young men on the quiver, the barrow-boys of their class. Forget the church or army: today the second son goes into estate agency. It is the very model of the Englishman's idea of enterprise: taking a rake-off.

No wonder. With meanly-proportioned terraced houses in the area selling for £150,000, agent's commission is money for old rope. I did once know someone who put up his own "for sale" sign, but that's most unusual. It would involve being visited, unannounced, by complete strangers, and smiling bargains with them. People probably think that's illegal... but where was I? Yes, walking down Northcote Road, suitcase in hand, to the taxi rank at Clapham Junction.

How odd that, queuing for taxis, we almost never sort ourselves into groups with shared destinations. This too would require an unsolicited approach to strangers. I tried it once, but people avoided my eyes and shuffled away. They would rather freeze. So I shuffle slowly forward and am conveyed, alone, to St Pancras Station.

There is a queue for tickets. Over a mini-tannoy, through the cash and germ-proof screen, an Asian clerk tries to explain to a deaf lady that the special return ticket is cheaper than the single. "BUT MY SISTER IS BRINGING ME BACK" she keeps shouting. The queue pretends not to hear her — nor the student hawking (at half price) the unused portion of his Sheffield-London-Sheffield ticket. It's a bargain, for someone. But nobody dares. We don't know him. We would rather miss our train.

I do just catch mine, to Derby, but too late to get a seat. Why does one never see passengers wanting seats buying them from passengers who would rather take the money and stand? After all, reserving your seat through BR displaces another passenger without compensating him. Deal direct, and he gets the cash instead of BR. But no, we must be seated through the clerk, arrange our taxi through the cabbie, sell our home through the agency. Heaven defend us from direct and uninvited contact with unknown persons who have no uniform, status, or agreed role.

Platform 2B at Derby station is one of the coldest places in the world. The waiting room, thoughtfully decorated in battleship grey, is just as cold, because the heater's broken. But the tannoy works: a woman's voice carrying a hint of Correction and Discipline (third floor) advises: "British Rail regret to announce the delayed departure of the 1700 hours service to Matlock." (Expectant pause). "This train is at present receiving fitter's attention..." (Disapprov-

ing pause)... in the sidings." Attention received, the train arrives. And we, the small, still-silent band from the waiting room, who have yet to speak to each other, board and sit back, but not for long. For it seems the fitter was insufficiently attentive. The brakes hiss. The engine labours. The train shudders to a halt. Silence, for 10 minutes. Then, another tannoy, the guard: (confidently) "We regret to announce..." (less confidently) "... that this train is... has stopped..." (stammering noises). This is due to... until failure.

Suddenly all the passengers are laughing. We giggle, groan, exclaim. We talk to each other. An emergency! A stranded train! A joke! Only one, you may say — but enough to suspend the rules about strangers, which are cheerfully, almost excitedly, brushed aside. Whatever shall we do? Perhaps another train will run into us! What a jam we must be causing on the main line! Look at it snoring! Will there be a bus? Shall we share taxis? A passenger knows where there are minibuses; a boy starts chatting up the girl across the carriage.

But then the tannoy again: "... and we shall be returning up the down line to Derby, where a fresh train awaits." And it is fresh and it goes away, and on we get as close as we go. Soon, the last tannoy: "We regret the delayed departure of this train, which was due to... the failure of the previous train." Laughter — but this time from the tannoy, as driver ribs guard into breaking officiousness: "Which was due to... the brakes, which..." (very long pause)... "was taggin' at the wheels."

Now, though, there is no reaction from the passengers. The emergency's over; we have no further business talking to each other. Rather like that game where the lights go out, and everyone can move, and then come on again, and everyone must freeze, it is in the brief, unsolicited interludes that we unlock to show what we could be — no, are. But they are so brief glimpses, only.

Just for a moment, our little group in the train could have been friends, could have been a team, could have been an army — and could have been individuals, too. Just for a moment, we could have moved mountains, changed signals, and derailed trains. And I would have pitied us against any team, from any carriage, anywhere else in the world outside Britain.

Where is the philosophy, the ideology, the party — where the leader — able to speak to that spirit in us, able to encourage it? One side blasts off from readiness, but in a way which makes you think of grey waiting rooms and railway clerks. The other backs of liberty, but in a way which makes you think of estate agents and Volkswagen Golf GTIs.

When we reached Matlock, the last bus had left. I guessed that the woman next to me might be driving my way... but I didn't like to ask.

The author is presenter of LWT's Weekend World.

moreover... Miles Kingston

## Worst sellers of the month

Today we have a selection of newly published books, as January is in some ways the thinnest part of the year for publishers and they need all the help they can get.

*A Hundred Uses for a Naff Joke* by Art Kline (Weirwolf and Chester, £3.95). This is something extremely rare; a humour book published in the month after Christmas. Traditionally, humour books are written in August and published in September, reviewed grudgingly in November and sold in piles ten feet high in December, then thrown away in January. Either the publishers are aiming for next Christmas, at people trapped in bookshops overnight by snowdrifts and blizzards, or, more likely, at those with book tokens but no sense of humour.

*How to Use That Book Token* by Dr Felix Mandelsbaum (New Directions Press, £2.95). Millions of people who never enter a bookshop except to ask the way to the nearest chemist or to buy a packet of paper handkerchiefs were given a book token for Christmas and have no idea how to use it. They may even be too shy or too unsure of themselves even to try. Dr Mandelsbaum takes them gently through the initial stages of going into a bookshop, trying to attract the attention of an assistant who is on the telephone to an inefficient distributor and cashing in their token. He advises on whether to go for a plain purchase, getting an endorsement policy, spreading the money in a portfolio or waiting for Mrs Thatcher to sell off the British Library. For really recalcitrant customers, he shows the reader how to turn his book token into a paper aeroplane.

*After Blunt, Who?* by Rory Gregory (Spitalfield and Duck, £10.95). The recent spate of TV programmes about spies of the past such as Burgess and Blunt raises such questions as: who on earth is there left to do lovely period dramas about? Surely there must be some spy we have overlooked? This book explores the strong possibility that Chapman Pincher has been working for the Russians all along, and although some

scenes seem a little far-fetched (the meeting between Pincher, Blunt, Burgess, Roger Hollis, Kim Philby and a disguised Stalin, for instance, seems unlikely to have taken place at Lord's in 1948, as Stalin was known not to be a cricket fan), it seems likely to make a lovely TV period drama. *Winter in August* by Deirdre McFadyen (Humble and Crashing, £12.95). Here, already, is the first of the new Booker Prize hopefuls. It tells the story of a hapless dwarf who is adopted by a family of itinerant chartered accountants who flee from the Nazi armies only to find themselves encountering the Russian armies and end up doing casual book-keeping for both, with the dwarf written off as a tax loss by both sides before growing up to become a child star in post-war Italian neo-realist films. And that's only the first page.

*The Pop-up Book of Semantics* by Jonathan Miller (Hazard and Headley, £12.95). The life of an intellectual has always been somewhat lonely in Britain, as one can live for years without meeting another one. This said, Jonathan Miller's new explanation of what semantics is all about, what causes it and how to avoid catching it, is timely and ingenious. Let us hope the book has come in time to prevent the spread of this most terrible of modern diseases.

*Writers from Outer Space* by Erich von Däniken (Galaxy £10.95). Mr von Däniken has noticed something that nobody else has noticed — that some writers have names which nobody else in the history of the world has had. Dastiehl Hammett is the only person on record called Dastiehl, for instance, and the same goes for Richmal Crompton, Zane Grey, Aldous Huxley and many others. The explanation is simple: these writers were all planted here by astronauts from another civilization, probably on the Peruvian uplands. It's an ingenious theory, but what clinched it for me is Mr Däniken's observation that all book prices end in 95p — which is the basic unit of currency on the planet of Thurg.





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## SPRING FROM MOSCOW?

Amid the snowy tribulations of a winter which has arrived — for once — when winter could be expected, it is easy to forget that the premature chill which blew through East-West relations after the failure of the Reykjavik summit in October is still with us. The question, as the US-Soviet arms control talks resume in Geneva, is how much longer it will last.

Since the abortive Iceland summit and the two inconclusive sessions at Geneva which followed, both superpowers have seemed to be in hibernation. They have been preoccupied by domestic developments, undreamt of still at Reykjavik.

In the United States, the authority of the President has been weakened by the arms-for-Iran affair, though not so thoroughly nor so irreparably as many would like to believe. His power has been circumscribed by the Republican Party's loss of its majority in Congress, and his latest need for medical attention has drawn attention away from the risks of age in high office.

In Moscow the Soviet leader, though clearly not under threat, has problems of his own. There has been civil unrest in Central Asia on a scale that has so far not been revealed. Undiscovered hints have forced the postponement of a scheduled Central Committee meeting expected to formalize personnel changes. Moreover, the political advantage Mr Gorbachev was believed to have won at Reykjavik, has not materialized —

at least not in a form the Soviet leader has been able to capitalize on abroad.

The received wisdom after the failed summit was that President Reagan had persisted, quite unreasonably, in his vision of strategic defence, and Mr Gorbachev had emerged the moral victor and champion of world peace. All that complicated the picture was the unease of the West European members of Nato, concerned that their defences could apparently be negotiated away with such ease.

Then, as now, such a simplistic view was hard to accept. This was not only because it assumed the right of one side and not the other to stand by its favoured option, but also because statements emanating from the Soviet camp in advance of the summit had suggested that all areas under discussion at Geneva were open to bargaining at Reykjavik. It was on this understanding that President Reagan had led his delegation to Iceland. Without it, the talks would have been doomed from the start.

Now, Moscow's replacement of its chief Soviet negotiator at Geneva, Viktor Karpov, only days before the new round of talks suggests either a change in Soviet policy, or a recognition on the part of the Soviet Union that it was equally responsible for the failure at Reykjavik. It might be both.

The unofficial word from Moscow is that Karpov was removed because he allowed a

mistaken impression to circulate about the Soviet policy towards SDI. But he was not alone. Speaking in London shortly before the summit, a senior Soviet arms control specialist indicated that Moscow had modified its negotiating position on SDI research to a point where a compromise might be reached. Was this merely wishful thinking within the Soviet arms control establishment, or a policy that had not been thought through?

Officially, the post of chief negotiator (on both the Soviet and US sides) has now been upgraded, so — it is said — enhancing the prospects for a successful outcome to the talks. Such a consequence is not automatic. Given that it is Moscow and not Washington that has seen fit to change its representative, however, it is from Moscow rather than from Washington that a shift in attitude might be expected. This is why there is now some prospect of progress.

If Moscow still expects a shift in Washington, however, it is likely to be disappointed. President Reagan is neither so weak nor so hamstrung by Congress that he needs to renounce his vision of strategic defence. West European governments, frightened by the prospect of being left out of any superpower agreement, are now wary of giving too much away to Moscow. Mr Kampelman and his team have as many cards in their hand now as ever they did. If spring is to come early to Geneva, the warm winds will have to rise in Moscow.

## A TASK HALF DONE

There is a greater air of provisionality than usual about a Public Expenditure White Paper whose plans reach well beyond the other side of a general election. The Labour Party has made no secret of its intention both to increase the level of public spending and to rearrange some of the present Government's priorities if it should obtain a majority in the House of Commons. The Liberals and SDP have their own more specific changes in mind.

For the Government, on the other hand, the White Paper forms an important element in its manifesto. It also provides an appropriate occasion on which to examine the spending record of Ministers over the last two Parliaments. Most government initiatives — at least in conventional political terms — involve public spending, so the pattern of priorities at the margin provides an important guide to the things a Government believes in. Taken as a whole, the balance between high public spending and high taxation is also one of the fundamental choices before the electorate.

For the present Government the attempt to control public spending has involved a series of disillusionments. Shedding illusions is no bad thing, of course, if it leads to more realistic pursuit of its main objectives. The Government now believes that it was over-ambitious in aiming to cut public spending when it first came into office, or even in its revised aim of keeping spending level in real terms. What it

has achieved, since 1982-83, is a gradual reduction in public spending as a proportion of total spending in the economy. Despite the addition of £44 billion and £54 billion to the planning totals in the next 2 years, as announced in the Chancellor's Autumn Statement, this gradual fall is planned to go on during the period covered by the White Paper. Thus, by the end of the decade public spending excluding the proceeds of privatization will have fallen from a peak of 47 per cent of GDP to 42½ per cent.

After the steady underlying increase in public spending during the previous two decades, this change of trend is an achievement. It would have been much easier to give in to the pressures for higher subsidies to industry, still higher spending on defence and the 101 other programmes for which a good case can be made. But the achievement is nevertheless smaller than many had hoped.

Even the most glancing acquaintance with public spending in action is enough to convince most people that there is scope for getting a good deal more out of existing levels of spending, never mind higher ones. The Audit Commission regularly produces reports showing in detail how local authorities can offer the same levels of service at significantly lower cost. In central government a stream of efficiency reviews points to savings of 10 per cent here, £50 million there.

But has the ambulance ser-

vice actually made the savings — identified in a review carried out in 1983 — from using contract couriers to carry files instead of purpose built ambulances? How many local education authorities have adopted the standards of cost effectiveness for school cleaning that the Audit Commission proposed in its recent report on non-teaching costs in secondary schools? These, unfortunately, are some of the questions to which you will not find answers in the Public Expenditure White Paper.

Further progress towards a more effective use of resources will only be made by detailed reviews of individual spending programmes. Past reviews such as Mr Fowler's on social security have often produced less movement than had originally been hoped. The task needs to be tackled — probably in a new Parliament — with the same political flair that President Reagan has brought to his reform of taxation.

Reducing public spending is not a process which can go on indefinitely. When the public sector has been reduced to its optimum size and is being run with optimum efficiency, it would need to grow at least as fast as the economy as a whole, perhaps faster in those areas like health where public demand is increasing disproportionately. One is left, however, with a feeling of disappointment that the Government has not been able to make faster progress towards that level at which growth at least in line with the economy can resume.

## AID FROM LAWYERS

The existing legal aid scheme for civil cases has been reasonably criticized because of the number of people who are excluded from its protection. So the Law Society, which represents solicitors, should be encouraged to persist with its tentative proposal for a national fixed cost legal services fund available to those outside the existing legal aid scheme when it meets to discuss it in March.

As currently envisaged, a litigant would pay a fixed sum at the start of any legal action into the fund. This would cover all subsequent court costs. His contribution would be set at a level — estimated at between £300 and £350 — that would meet the average cost of the kinds of litigation covered. For the moment, it is envisaged that the largest area of claims will be for accident compensation, but the fund could equally cover contract and tort claims. It would not, however, extend to matrimonial or criminal cases.

The proposed fund is not, of course, intended to supplant the existing official scheme (as the Law Society itself makes clear). But it could be vital in

extending cover to those who cannot at present afford to risk the often considerable costs of litigation. That would be a real extension of justice — and in particular would remedy the damaging anomaly that some litigants are financially forced to surrender to opponents receiving legal aid.

This is a problem, moreover, which is likely to get worse. Legal aid is expected to cost some £500 million by 1990. Many lawyers feel that future governments, given the demands upon them, are bound to look more harshly at this area of public expenditure and thus to restrict the availability of legal aid still further. So there is a strong argument for allowing some new scheme to take up some of the burden.

A related proposal, which the Law Society seems to view more suspiciously, is for a contingency fund scheme. Contingency fees have long been controversial because of the conflicts of interest which might arise between lawyer and client when the fee depends upon not losing the case. For example, a solicitor might advise settlement of a winnable case simply because he

wished to be certain of his fee. Under the contingency fund idea (first mooted by Justice in 1978), however, the lawyer would be paid win or lose. A successful litigant would then have to pay a proportion of his winnings into the fund.

This has some attractions. Since the lawyers will be paid in any event, it guards against the well-known abuses of contingency arrangements displayed in the American legal system. Additionally, it is clearly right that a successful litigant should have to reimburse the scheme.

If the schemes were to prove successful — either separately or as a single fund — they would do much to reassure wavering confidence in the present system. Once operating, they might gradually expand to take over much of the litigation financed at present by official legal aid. Critics of the Bar will be reassured that, since they come from the Law Society, they are unlikely just to prop up the barristers' monopoly. And if adventurous change can come from within the professions themselves, there will be less appeal in such extravagant panaceas as a National Legal Service.

## Criticism of housing reform

From Mr David Amery  
Sir, Your interview (January 8) with John Patten, Housing Minister, was useful in revealing what we have often suspected, that after eight years in power and with a general election not long away, the Government has no policies at all to tackle homelessness. It is as frightening as discovering the Department of Health to have no policies to treat serious illness, or the Home Office no policies to deal with serious crime.

What is the Government's housing policy for people on low incomes? Surely they should have one? It was clear, even before Mr Patten said it, that their aim has been to demolish the public sector. Cuts in public investment in housing over the whole country since 1979 have been over 60 per cent. In Camden, the borough in which we work, cuts in the Government housing investment allocation have been so severe the council last year built only nine new homes.

Without more hard cash into housing at the low income level (there's plenty going in higher up) Mr Patten's "new ideas" of diversifying housing, and letting existing tenants buy blocks of it, are just pretty distractions, fiddling in the middle of disaster.

Meanwhile the number of homeless families in bed and breakfast in Camden continues to rise alarmingly, from 60 in 1982 to over 1,000 now, with no sign of stopping there. It really is disastrous, in the present scale of the crisis, for Mr Patten to talk of homeless families' statutory rights to housing being "subcontracted" away from local authorities, when there's no one else with the resources or the interest to pick up the tab.

Mr Patten's final proposal, as

quoted, is the most revealing of all — that housing associations might join with building societies to build "hostels" for the homeless. So is this the answer after all? Undermine homeless people's right to housing, and then leave them to rot in hostels? And hope in time we all forget to expect anything different?

Yours faithfully,  
D. C. AMERY,  
Campaign for Housing for Single People,  
30 Camden Road, NW1,  
January 9.

## Not for oblivion

From the Chairman of the National Association of Almshouses  
Sir, Mr Spurgeon (Family Money, January 3) is mistaken in his article, "Retirement housing, the new industry", when he says that before 1983 fewer than 2,500 sheltered housing units existed. At that time there were 26,000 almshouses in England and Wales, all of which were sheltered housing units.

The first known sheltered housing was the "Hospital of St Leonards", built by King Aethelstan in York just over 1,000 years ago. On October 31 last year, the National Association of Almshouses arranged with the Dean and Chapter for a service to be held in Westminster Abbey to commemorate 1,000 years of almshouses in Britain. The service was attended by her Majesty Queen Elizabeth the Queen Mother.

Yours faithfully,  
RICHARD BRAYNE, Chairman,  
The National Association of Almshouses,  
Billingbear Lodge,  
Wokingham, Berkshire,  
January 7.

## Verdict on Kettle

From Professor Richard Cobb, FBA  
Sir, I was saddened, and a bit frightened, by Bernard Levin's rather uncharitable remarks (*The Times*, January 5) about the late Professor Arnold Kettle and his obituarist. I hope that Mr Levin will not be my obituarist; it would not, of course, make any difference to me, but my family might be upset.

I knew Arnold Kettle rather better than Mr Levin seems to have done. I was his colleague at the University of Leeds. He was everything his obituarist says he was: a devoted teacher, a very fine and inspiring critic, a first-rate scholar, and, I would add, a wonderful father (one of his sons was later a pupil of mine).

I have known a number of life-long members both of the British and of the French Communist parties who were very good people. They may have also been misguided, I would not presume to judge.

Mr Levin seems to think that the only good Communist is an ex-Communist. Being quite apolitical, I would not know. But I do think he could have been kinder — and more understanding, as it is, I find his attitude somewhat totalitarian.

Yours faithfully,  
RICHARD COBB,  
Worcester College, Oxford,  
January 6.

## Failure to attend

From Dr Mary Corbett  
Sir, The British public is at least partly to blame for the length of NHS waiting lists (letter, January 7).

Between 10 per cent and 25 per cent of patients did not keep their appointments here during a four-month period last summer, yet if we fit in extra patients they all turn up and then complain about being kept waiting.

Yours faithfully,  
MARY CORBETT  
(Consultant rheumatologist),  
Bromsbury Rheumatology Unit,  
Arthur Stanley House,  
Totterham Street, W1,  
January 10.

## Fires of the future

From Mr John Davis, FEng  
Sir, Professor Fell's concluding statement (January 1), "What is in no doubt is the absolutely central role a safe, invulnerable electricity supply plays in the whole of our civilised life" means a strong nuclear component as well as coal and some oil-fired stations would not surprise if it were made by a politician, but it is not the kind of statement that one expects to hear from a professional engineer and an academic.

You do not need anything more than a little common sense to know that there is no such thing as a "safe, invulnerable electricity supply" in peacetime or in war, and the idea that the inclusion of a "strong nuclear component", or indeed any other source of supply, is the key to making the system "safe and invulnerable" is obvious nonsense.

So long as power station personnel are free to withdraw their labour no system can be invulnerable. (We should not be fooled by the failure of the power station unions to support a mismanaged coal strike.)

Furthermore, so long as there is a human factor in the design, operation and in the maintenance of power stations there will be failures and accidents, some of which will have serious consequences. (Airline experience illustrates that point.) And so long as nuclear reactors contain nuclear fuel elements they present a serious hazard in peacetime and in wartime, even if the war is non-

## Schools manifesto

From Mr Robert Jackson, MP for Wantage (Conservative)  
Sir, Professor Conrad Russell (January 6) writes of "a Government which has so persistently starved the educational system of funds". "Starving" must, I suppose, mean "reducing", and on this point, comparing 1979-80 with 1985-86, the facts are as follows:

1. Schools: local authority spending (half financed by the centre) increased in real terms by 1 per cent; central government spending increased by 11 per cent.
2. School pupil numbers: reduced from 8,397,000 to 7,304,000, leading to an increase of 16 per cent in expenditure per pupil.
3. Tertiary sector: local authority spending down by 2 per cent; central government spending up by 4 per cent.
4. Vocational training: comparison is difficult, so great has been the expansion, but MSC (Manpower Services Commission) budgets specifically for youth training have increased by 379 per cent over the period.

If these figures justify Professor Russell's theory of starvation, then the educational system before 1979 must have been on short commons indeed.

Yours sincerely,  
ROBERT JACKSON,  
House of Commons,  
January 7.

## The new Peelites

From Surgeon Rear-Admiral T. R. W. Hampton  
Sir, A quaint malapropism with which to start, the new Peelites appeared on my TV-light breakfast tray yesterday in the form of a small pot of marmalade. It was made in Holland and carried the caption "Ingredients: Sugar — Oranges — Conservatives".

Although I hadn't the heart to eat it I opened it just to make sure that it wasn't blue, but I'm glad I'm not a Dutch Tory.

Yours faithfully,  
T. R. W. HAMPTON,  
Royal Naval Hospital,  
Haslar, Gosport, Hampshire,  
January 5.

## Refugee trouble in Pakistan

From Mr Jamil Ahmad  
Sir, Michael Hamlyn rightly focuses attention (report, January 2) on the continuing plight of Afghan refugees who are now in Pakistan facing the exceptional cold this winter. Having regularly visited Pakistan and the adjoining areas of the Pakistan-Afghanistan border, I have seen the Afghans as they arrive, hungry, thirsty, some with untreated wounds, with makeshift crutches supporting shattered limbs.

Each new wave of refugees puts further strain on Pakistan's efforts to feed, house and care for the victims of Soviet oppression across the borders. They escaped the raging battles in far northern provinces of Afghanistan, where their lives were in constant danger from shelling, mines and bullets.

Many refugees, both in camps in Pakistan and on the border, would wish to return to their home villages in Afghanistan if the Russian troops are withdrawn and a peace settlement is reached at the UN-sponsored negotiations in Geneva next month.

The resolute independence of most Afghan tribesmen has served them well as refugees. Unofficial figures for October 1986, showed that between 50,000 and 60,000 refugees, half of them children, had entered Pakistan's Baluchistan and North-West Frontier provinces.

The Afghan refugees now in Pakistan are also a focus for friction and discontent, as they constitute both a security risk in the form of infiltrators and a serious economic burden. Sympathy for the refugees is evaporating fast after the recent bloodshed in Karachi. The heroin smugglers of Sohrab Goth, where a crackdown sparked off the riots, are believed to be Afghan refugees.

The people in Pakistan clearly seem to want a settlement of the Afghanistan problem as quickly as possible. They are too aware of the dangers which Pakistan could face if the Soviet Union does not agree to a rapid and complete withdrawal of its forces at the end of the Geneva talks.

Yours faithfully,  
JAMIL AHMAD,  
14 Chancery Avenue, SW19,  
January 2.

## TV and the deaf

From the Chairman of the National Association of Deafened People

Sir, The report, *Britain 1987*, which Howard Foster reviewed (January 2) shows Britain to be a nation of TV watchers. Another, lesser known, research project on a sample of Britain's eight million hearing-impaired population showed a widespread health and social side-effect of this habit.

Many families and sometimes neighbours of deaf people suffer greatly from the high noise levels of the TV required by the deaf member of the household.

Although the means of overcoming this nuisance — a loop induction system and a hearing aid set to its T switch (which cuts out all other sound) or even an ordinary pair of headphones plugged into the TV set — are simple, few people know about them. They can enable everyone to enjoy TV, including the deaf viewer, who can adjust the volume to suit himself without causing distress to the rest of the household.

Since the voluntary societies lack the resources to educate the public on the scale that is required, perhaps the BBC and ITV should accept their responsibility for this?

Yours faithfully,  
ALISON HEATH (Chairman,  
National Association of Deafened People),  
Longacre,  
Horsleys Green,  
High Wycombe,  
Buckinghamshire,  
January 2.

pressurised water reactor stations are at Calloway, in Missouri, and Wolf Creek, at Burlington, in Kansas.

Calloway produced an American record of 8,475 million units of electricity during its first year of commercial operation. This performance was bettered by Wolf Creek on September 3, 1986, when the output figure for the first year reached 8,995 million units.

Both stations achieved capacity factors of over 80 per cent in the first year. This leaves a substantial margin over the numbers used in the Central Electricity Generating Board economic case for Sizewell B presented to the public enquiry. In contrast not one of the British advanced gas-cooled reactors — the first of which have been in operation for more than a decade — has yet to achieve anything near this capacity factor.

Professor Fell's also stated that the latest AGRs of British design are working well and the bugs have been ironed out of them.

These reactors are, unfortunately, still experiencing problems and the bugs have not all been ironed out of them as Professor Fell's claims. For example, in the past year cracks have been found in the standpipes used for refuelling at the South of Scotland Electricity Board's Hunterston AGR station and the CEGB's sister station at Hinkley Point B.

Yours faithfully,  
PORTLAND (Life President,  
British Nuclear Forum),  
House of Lords,  
January 6.



## ON THIS DAY

JANUARY 15 1861

Asley's Amphitheatre began its chequered history when Philip Asley (1743-1814) built a ring near the present Waterloo station. In 1780 he added pantomime and other diversions to the circus. In 1865 it became the Theatre Royal, Westminster, but the change was not a success and it was closed in 1886.

## THE FATAL OCCURRENCE AT ASLEY'S

The inquest on the body of Edward Smith, the man who was killed by a lion at Asley's Amphitheatre, on Monday, the 7th inst., was resumed and concluded yesterday, at the Mitre, Palace-road, Lambeth, before Mr. Carter and a jury.

Mr. Miskin, surgeon, York-road, said he saw the body of the deceased between 8 and 9 on the morning of the accident. Life was quite extinct. He afterwards drew up the following report: "The countenance exhibited a degree of calmness and composure by no means indicative of suffering, rather implying that death was instantaneous. The body exhibited a large number of wounds, some superficial, others deep and penetrating."

The coroner and the jury then proceeded to view the spot where the accident took place, and were absent for about half an hour. On their return, Robert Green, hall-porter at Asley's, was called, and stated that he saw the deceased enter the place about 20 minutes before 8 o'clock. In a few minutes afterwards — not more than ten — the encounter with the lion occurred.

James Crockett, who is known by the name of "The Lion Conqueror," was the next witness. He said: "There were four lions there from and a lioness — performing at Asley's Amphitheatre. They belonged to two young gentlemen, named John and George Sanger. I have exhibited them for the last three years, sometimes with one or more of them out of the cage. I feed them every night after the performance, and have always found them perfectly docile. On the morning of the 7th inst., a little before 8, I received an intimation that the lions were loose. I immediately ran to the theatre, and seizing a hayfork in the stableyard, I passed through a wicket door into what is called the Ride. The body of Smith was lying, face upwards, close to the door, and one of the lions was sitting over it, like a dog over a bone. I struck the lion twice with the fork. He moved away, and I took the body into the yard. On the Saturday previous to the accident I exhibited three of the lions, one of them loose on the stage. I fed them, as usual, after the performance. They were confined together in a large den at the back of the stage, the fourth, which was sick, was placed in a small cage near the others. It had been so confined separately for about a fortnight. After removing the body of Smith, I went to the den where the three lions were kept. It was empty. The sick lion was in its cage but the only thing I saw in the large den was a piece of canvas which I had nailed round the smaller cage for the sake of warmth. I noticed that one of the shutters on the front of the large den had slipped aside. The door was open, and its fastenings were destroyed. I cannot account for the slipping of the panel, but what afterwards occurred is intelligible enough. The lions, on the removal of the panel, had seized with their claws the piece of canvas which I had placed round the cage of the sick lion, and in pulling it into their den had broken one of the iron bars and wrenched the door from its fastenings, which were four in number — two bolts, a spring and catch. They are fond, like cats, of playing with cloth or anything which they can tear. I did not feed the lions on Sunday night. They are never fed on Sunday. After looking at the den, I went in search of the lions. I found one on the stage playing with some flowers. I secured it without difficulty, and took it back to the cage. The one which killed the man I also saw on the stage. I called to him, and he followed me like a dog to the den. The third was up in a box. It likewise was secured without difficulty."

## In sound memory

From Mr H. M. Wilkins

The gate in memory of C. H. Middleton's radio talks to gardeners (January 5) could easily find a suitable home in one of the national gardens — a chance here for the Royal Horticultural Society to step in.

I have my own memento of Mr Middleton — a beautiful "Arthur Turner" apple tree which he recommended for its magnificent blossom and its large green apples. The tree has been producing both abundantly since I took Mr Middleton's advice nearly 30 years ago. The tree cost me half-a-crown.

Yours sincerely,  
H. M. WILKINS,  
503 Kenton Lane,  
Harrow, Middlesex,  
January 6.

## Reform of honours

From Lord Greenhill of Harrow

Sir, Whilst the arguments continue about the honours system and the use of titles the postal advertisers seem to be in the lead for reform.

This morning I received two letters addressed respectively to "Mister Lord Green" and "Mr Harrow". The writers were not inconsiderable organisations.

Yours,  
GREENHILL OF HARROW,  
House of Lords,  
January 9.



# Turning on the heat to save energy

As Britain experiences its coldest winter for years, and the gas, electricity, oil and coal bills soar, the need for ways to conserve energy and cut costs becomes ever more evident. Today we report on how industry and commerce are coping

The world oil price is going up — and that is a good thing, according to a government which has been typified by its desire to cut spending, reduce waste in every area and to trim inflation.

A good thing because it increases North Sea revenues and a good thing because it will give further stimulus to the Department of Energy's campaign for the country to use energy more efficiently — not, it should be noted, to use less energy, but to make sure that every penny spent on fuel is spent wisely and that every available unit of work is extracted from every unit of energy.

With oil prices throughout 1986 at less than half what they were when the Government launched its Monopoly campaign, the energy efficiency message has been seen by many as much less urgent. Now that prices are rising the campaign takes on a new relevance.

The fact is that despite massive spending on advertising and a highly professional campaign — spearheaded by Peter Walker, the Energy Secretary, and David Hunt, the Energy Minister — many individuals and companies continue to give a low priority to energy efficiency.

Mr Hunt said: "Some people have been asking why we are still bothering about energy efficiency now that oil prices are lower and energy efficiency investments take longer to pay back."

"Our answer is very simple; even with the slightly longer paybacks, improvements in energy efficiency are still among the best investments a

householder or business can make. "No businessman should forget that his competitors are also enjoying lower fuel prices. The wise ones will be those who exploit the windfall of lower fuel costs to invest in efficiency improvements to give them a competitive edge: an advantage which will become more valuable when prices rise again."

Mr Hunt and the team at the Energy Efficiency Office will continue to work to make sure that energy efficiency will remain a "burning issue" and the lessons which have been learned since 1983, when the campaign first started, are being built on.

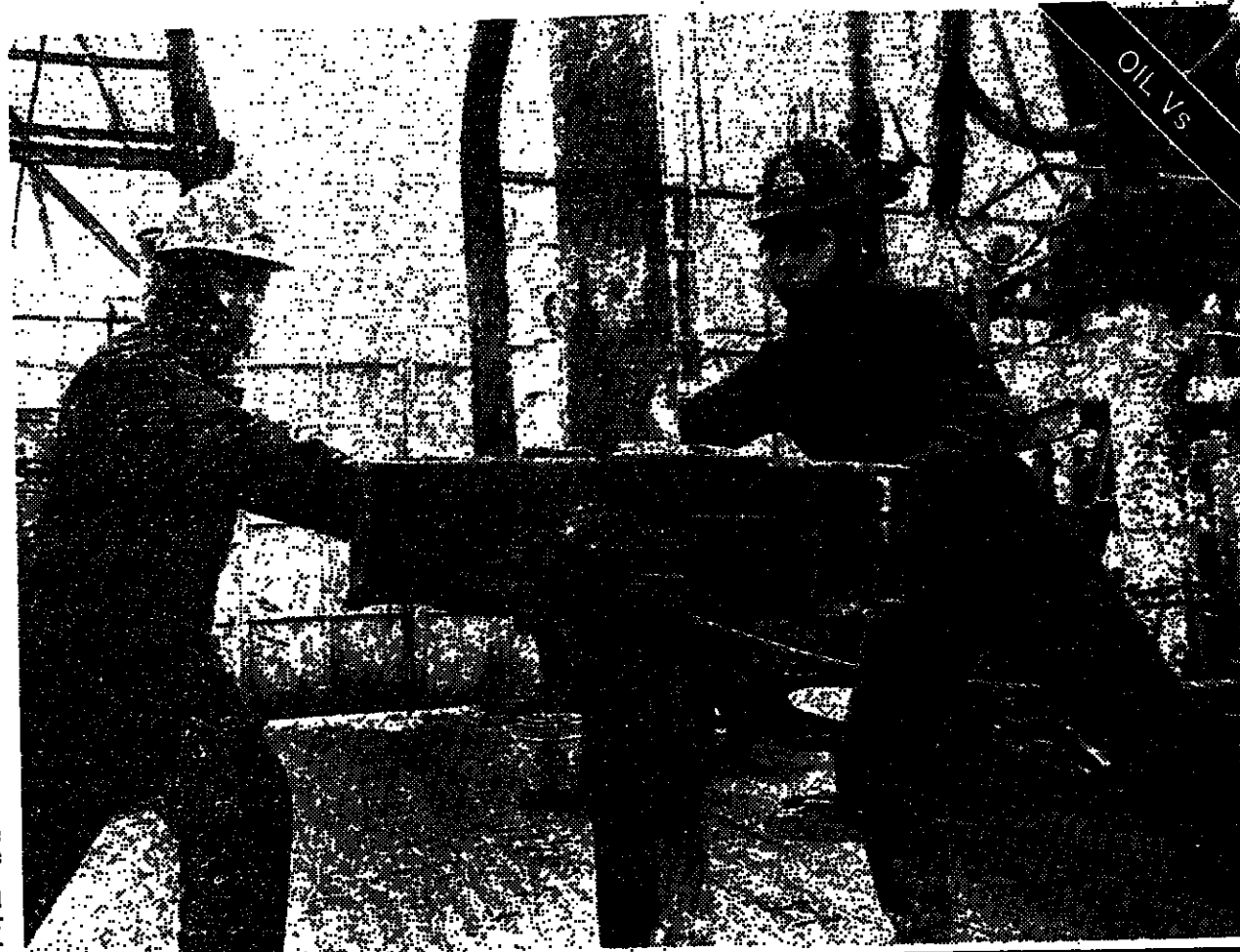
The advantages of good housekeeping — proper draught-proofing, good insulation and better boiler controls — remain as important as ever, but the advantages they can bring can be increased by proper energy management.

Energy management is probably the area which can bring the greatest benefit to industrial and commercial users as well as those in the service industries and, more significantly, in local authorities.

However, there is one area where the Government, according to many large industrial users, appears to be on the verge of scoring an own goal.

The best time to install the most sophisticated energy management controls is when the boiler stock is being replaced and many companies have been considering doing that when converting their old oil-fired plant to "state-of-the-art" coal-fired plant.

However, the Government's grant scheme for coal conversions is about to end and there is no sign of an



The energy rivals: oil prices are on the increase again and many of Britain's cost-conscious companies have been considering switching to coal-fired plant. But the Government's grant scheme for coal conversion is about to end and there are no signs that it will be renewed. Industrialists lobbying Whitehall are met with silence

extension being granted. The coal industry continues to lobby for the scheme to be extended but as yet there has been no word on the subject from Whitehall.

The other area where substantial savings could be made is in local authority buildings, schools, hospitals and the health service.

However, since budgets were tightened, spending on the capital equipment needed to install quality energy-saving devices has been killed off.

Some local authorities have, however, been able to take advantage of the energy management systems offered by members of the UK Contract Energy Management Group.

Richard Tinson, the CEMG chairman, is also managing director of Emstar, the management company formed by Shell.

He said: "Local government

is one area where massive savings could be easily achieved, but until the issue of local government funding is resolved there will be many millions wasted on energy inefficiency."

Emstar has won several contracts in the education field in the past year. Mr Tinson said: "There has been an excellent response from schools and colleges to our offer of finance and expertise."

We are talking to several educational establishments and think that there is a tremendous potential for energy-saving using contract energy management in both the private and public educational sectors.

"Schools and colleges are constantly looking at ways to reduce their overheads so that they can spend more on pupils. The fact that we are paying the capital cost of new,

more efficient energy-related equipment and providing the engineering expertise to design, implement and maintain energy-saving schemes is a great asset to many educational establishments."

A typical example is the Emstar contract to supply the energy needs of the Glasgow College for the next seven years. (See panel)

The motor industry, beset by its own problems, has also been quick to see the advantages of saving money by using energy management systems like that developed by Emstar.

Ritchie Spencer, managing director of Reliant, which spans both sectors of the car market with its low-cost three-wheelers and turbo-charged sports cars, said: "Reliant's energy bill represents 4 per cent of our £14 million turnover but is a much larger percentage of our controllable

able costs. We realized that while significant savings could be made we did not have the financial and technical resources to maximize these savings."

"Our job at Reliant is to make cars and that is where our skills lie. Emstar's business is making energy savings and we believe it is to our advantage to use their expertise in what has become a most complex area."

"Their capital investment programme also means that we can use our finance to develop our own business, products and people, while their money ensures we become energy-efficient."

Another of the motor industries' well-known names, Automotive Products, has also asked Emstar to run its energy use. Considerably larger than Reliant, although making only components, AP of Leamington Spa has bene-

fited from an Emstar investment of £1.8 million. "The consultants have practically re-equipped the entire 113-acre site with new energy-saving plant, and AP will receive 80 per cent of the savings which are made."

David Wright, the company's operations director, talked with independent energy consultants IM Energy before calling in Emstar. He said: "Energy is a very significant part of AP's manufacturing costs and we were very conscious of the need to maximize the benefits attainable from an energy-efficient site."

Emstar is providing the resources to make these savings possible so that we can concentrate our resources on our mainstream manufacturing activities."

David Young  
Energy Correspondent

## Lesson in cutting bills

The energy-conserving agency Emstar has invested £230,000 on new plant and equipment at Glasgow College which will significantly reduce the present £2.9 million yearly fuel bill. Under the contract, the college's entire energy needs are provided by Emstar and at the end of the contract period the equipment will be given to the college, as well as 80 per cent of any savings made over the set targets. Dr Keith Clements-Jones, the college's assistant director, says: "Emstar came to us at the right moment — as we left local authority control to become a central institution funded by the Scottish Education Department."

# A valuable source of heating for your building could be walking into it right now.



It may come as something of a surprise, but a valuable part of your building's heating supply walks in the door each morning at about 9am and leaves somewhere around 5pm.

Believe it or not, the heat generated by the human occupants of a typical typing pool, when added to the heat generated by business machines and lighting, can contribute up to 30 per cent of your annual heating requirement.

Heat that in many cases will simply be

vented away. All of which is money straight out of the window.

### EXCHANGE NO ROBBERY

However, with a heat exchanger, much of that valuable heat can be put to good use.

The principle is very simple. You extract the heat from the waste air being vented out of the building and directly transfer it to the fresh air being drawn into the building.

The savings can be quite electric.

### ENERGY SAVED IS MONEY SAVED

If you're planning a new building or contemplating refurbishments, now's the time to consider the future savings a heat exchanger can make.

Surprisingly, the payback period can be as little as four years.

If you'd like to know more about heat recovery systems and how they can recover a significant slice of a company's heating bill, phone Freeline BuildElectric or send off the coupon.

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Taste of success: Barry Waring of the Brewers' Society says that energy savings in Britain's pubs and breweries could top £100 million a year

## Power behind the beer pump

In the brewing industry the greatest concentration so far has been on exploring all possible aspects of energy efficiency in the brewing process itself. Quite quickly, improvements pay for themselves, then make a direct contribution to profitable working.

But brewers, big and small, are also inextricably caught up in that part of the retailing business represented by the public house. This is the area which is now increasingly being looked at as another route to securing greater energy efficiency.

Tackling the problems of energy waste and finding more efficient control systems for pubs has had little in common with brewery production.

The further complication has been that some pubs are directly controlled by brewers, being owned by them and run by salaried managers, while others are in the hands of tenants. Some others, in the most tenuous link of all, are free houses that a brewer might help with loans.

Nevertheless, now that energy efficiency is being pursued on two fronts, the brewing industry overall is making a big contribution to energy saving nationally.

In beer production the main strides in energy saving have been made since the middle of the 1970s. Since 1976 the amount of energy used for brewing every barrel of beer at

Britain's 140 or so breweries has been reduced by 23 per cent, according to the latest biennial survey by the Brewers' Society, the industry's trade body.

The main drive, inevitably, has come from the big six brewers, which account for more than 80 per cent of all beer brewed in Britain. They are Bass, Allied Lyons (whose brands include Ind Coope), Whitbread, Courage (now part of Elders), the Australian brewer best known for its Foster's Lager, Scottish & Newcastle Breweries and Guinness.

Barry Waring, chairman of the Brewers' Society energy committee, said: "It has been mostly a matter of attending to a multitude of saving areas to ensure all possible waste is eliminated."

During the boiling process in brewing heat is now recovered, rather than being allowed to dissipate. Heat can also be recovered from packaging operations such as in the cleaning of bottles, where heat in the used water is reclaimed.

Other gains have been made by improvements in boiler house operations and that of refrigeration plant.

Most brewery companies have tended to extend and improve on existing breweries, dealing with energy-saving measures in the process. But a number of new breweries have also been established, offering the

opportunity of incorporating advances in energy-efficient techniques.

These include Courage's new brewery at Reading, Berkshire, and Whitbread's Major brewery in South Wales, as well as the Bass brewery established earlier at Runcorn, Cheshire.

Mr Waring, who is managing director of Trent Technology, a Bass subsidiary specializing in energy control systems, said: "Stringent investment criteria are applied. Bass, for instance, looks for a payback on such investment in three to four years. Essentially a brewer is trying to save money."

### Brewing untouched by improvements

So far, energy efficiency improvements have left untouched the actual brewing process. But Mr Waring said: "We are now considering how far fundamental change to the brewing process could be the next stage in improving energy efficiency. This is now the main remaining possibility in achieving savings."

The big problem, so far unresolved, is how to make such changes without affecting the varied character of the product. This is jealously guarded by all brewers.

Cutting down on heat losses in pubs, with finely-tuned control of

heating and lighting, is proving a big source of energy saving and hence, of running costs. Investment in the Bass-managed pubs - at 2,500 the largest managed estate of any brewery - has resulted in almost as much energy saving as at the 13 production units of Britain's biggest brewer.

Heating costs alone can be reduced by up to 40 per cent in a pub, according to Mr Waring. Techniques include control of temperatures and timing of the use of space heating as well as drastic reduction in heat loss by increasing insulation and even by cleaning and recirculating air, rather than expelling it and thus wasting the heat.

A number of brewers, including Whitbread and Allied and some smaller ones, are tackling the pubs by extensive investment, but not all brewers are yet doing so. However, with such potential improvement in profits, once initial investment is covered by savings over about four years, it is probably only a matter of time before most pubs are upgraded to become energy-efficient.

A conservative estimate indicates a potential saving to the industry of £70 million a year, but it could easily top £100 million.

Derek Harris  
Industrial Editor

## 'Save it' time for cooks

Energy savings of more than a fifth could be achieved in Britain's catering industry, cutting costs by about £87.8 million a year.

The potential in the hotel industry is even greater proportionately - energy reductions of 35 per cent or more are possible, offering a saving to the industry of about £75 million a year, or £153 a bedroom.

This is the calculation of the Department of Energy's energy efficiency office, which still sees these two industries, with their overlapping interests, as sectors with enormous potential for energy saving.

Key hotel and catering groups such as Trusthouse Forte, Ladbroke, Crest, Thistle, Queens Moat, Holiday Inn and Anchor are following the industry's foremost practice and taking into account energy efficiency facts when building new hotels and refurbishing existing properties.

Restaurants operated by the leading chains are following the same practice because energy conservation can, after a short payback period for the investment, make a positive contribution to profitable running.

Catering accounts for rather more than 1.3 per cent of total energy used in Britain. The commercial sector, which includes the catering side of hotels, spends more than £207 million a year on energy.

The higher class the catering, the more expensive it is in terms of energy. The average energy cost for a cooked meal can vary from 4p in the snack bars to 18p in steak houses, 19p in traditional restaurants and 27p in higher-class establishments. In hotel restaurants the cost is 36p.

This is partly explained by wider variety of choice and service but food production in many hotels is still inefficient, according to the energy efficiency office.

Only moderate improvements in efficiency, and some rationalization in the use of equipment, can achieve savings of more than 20 per cent, it claims.

Hotels, which account for about 0.5 per cent of Britain's energy consumption, provide more scope for energy saving, because of the relatively larger



Bright idea: some hotels use a key fob and wall energy controller to save on lighting and heating.

spaces involved and their variety of services.

Space heating and hot water supplies account for more than 60 per cent of energy consumed by hotels. About 14.2 per cent of the energy is in the form of gas for catering.

Electricity used for air conditioning and ventilation, as well as some heating, accounts for more than 10 per cent of energy costs, and lighting adds as much as 10 per cent.

Anchor Hotels found that a specialist survey and energy audit at one of its Yorkshire

### Computers control light and heating

hotels led to measures, including a computerized control system for the heating boiler system, which reduced the hotel's annual energy costs by 20 per cent.

A system usually found in hotels with high energy demands, such as in desert conditions, is being adopted by Ladbroke Hotels after a successful evaluation at a property in Basingstoke, Hampshire.

When hotel guests let themselves into their bedrooms, they then have to insert a key

fob into an energy controller to turn on heat and light power in the room.

On leaving the room the guest removes the key fob and power is automatically shut down.

A pre-set, but economical background level of heating - or, in summer, cooling - is retained in the room while the guest is absent, but unnecessary waste of electricity for lighting, appliances and air conditioning is avoided.

Key fob control is particularly useful in medium to large hotels where a substantial proportion of rooms are subject to intermittent and often unpredictable use.

Ladbroke found that in Britain the system paid for itself initially in four years, but calculated that in future installations the payback period would be reduced to less than three years.

New systems can bring striking reductions. The latest compact fluorescent lamp fittings, which are easily substituted for existing tungsten lamps, saved 90 per cent of lighting costs at Ladbroke's Warwick hotel in London. The change-over paid for itself in eight months.

DH

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# Goliaths fight the power battle

The chemical and paper industries are two of Britain's biggest power users, sharing a basic annual fuel bill of around £1¼ billion. Reducing costs is vital to their survival in the battle against overseas competition.

EDWARD TOWNSEND,  
Industrial Correspondent,  
reports

British industry has responded in dramatic fashion to spiralling energy prices. But none more than two vital sectors — chemicals and paper.

World recession and changing patterns of demand, coupled with fiercer international competition have forced both industries to seek urgently measures simply to survive.

Energy savings in these two sectors alone have provided them with credibility when demanding government action to reduce fuel taxes and bring industrial energy costs in the UK down to levels comparable with their overseas rivals.

Products of the chemicals and paper industries are among the mainstays of modern society — from pharmaceuticals,

rubber, plastics, paint and fertilizers to books, magazines, newspapers, writing and computer papers. All of them consume vast amounts of energy in the making, and their cost to the end consumer is a direct reflection of the price of that energy.

The UK chemicals industry last year made goods worth £24.75 billion, the equivalent of more than 10 per cent of total UK manufacturing output, and consumed in the process about £1 billion of fuel and power.

The energy consumed is the equivalent of 15 per cent of the UK's industrial energy needs, rising to 34 per cent if oil and gas feedstocks, which cost the industry another £1 billion, are added.

According to the Department of Energy, total energy consumption in the chemicals industry has fallen from 2.88 billion therms in 1975 to 2.4 billion therms in 1985. In the same decade, however, the output of the industry rose by 30 per cent, giving a net reduction in energy per unit of output of 36 per cent.

Reg Legge of the Chemical Industries Association, says: "The many uses of fossil fuels and electricity throughout the chemical industry are an unavoidable

intrinsic part of its operations. The industry response going back well beyond 1973 energy crises has been a continuous process of limiting and improving the use of energy as far as advances in technology, availability of finance, sound energy management and good practices by employees will allow."

Without the measures adopted in recent years, it is clear that the chemical industry's total energy bill would now be several millions of pounds a year higher.

Typical of the work being done to lower energy usage is the ICI-designed Auditor computer system which has been installed at more than 50 ICI plants and has led to energy cost reductions averaging five per cent with payback

## Ample scope for more energy savings

periods of less than one year.

Total installation cost of Auditor, which gives managers greater control over the plant's operation through a monitoring and targeting system, is between £50,000 and £100,000 which means that plants with an energy bill in excess of £500,000 a year could achieve a

payback of the initial investment within two years.

Scope for more energy savings in chemicals production is still regarded as substantial.

In the paper and board industry, energy data has been collected by the British Paper and Board Industry Federation since 1965, largely in a bid to bolster the representations to government. But with energy accounting for nearly 16 per cent of a mill's total manufacturing costs, there is also a need for firms to compare and contrast their own consumption with competitors.

Last year, the country's 96 paper and board mills used 559 million therms of energy at a total cost of £206 million, after the deduction of exported energy.

The figure was 1.8 per cent down on a year earlier, while total output of the industry rose by 2.5 per cent in 1985 over 1984 to 3.68 million tonnes.

While much of the decreased energy use in recent years has been the direct result of the streamlining and restructuring of the industry, it is now clear that with output rising and energy consumption still falling the industry is making real improvements.

More than half of the industry is now

## CONSUMPTION BY THE PULP, PAPER AND BOARD MAKING INDUSTRY

	Fuel oil, including gas oil	Coal, including coke	Gas	Purchased electricity	Self-generated electricity
	'000 tonnes	'000 tonnes	million therms	GWh*	GWh*
1975	977	1,000	178.7	1,779	2,522
1976	1,089	1,068	269.7	2,027	2,255
1977	924	1,012	261.9	2,035	2,114
1978	974	1,007	246.8	2,716	2,084
1979	936	1,000	225.5	2,820	1,876
1980	806	922	216.5	2,930	1,570
1981	619	720	190.0	2,265	1,177
1982	504	686	194.6	2,363	1,086
1983	423	678	179.5	2,114	928
1984	349	529	237.0	2,424	874
1985	168	656	269.8	2,526	695

\* GWh = 1 gigawatt hour, or a million kilowatt hours

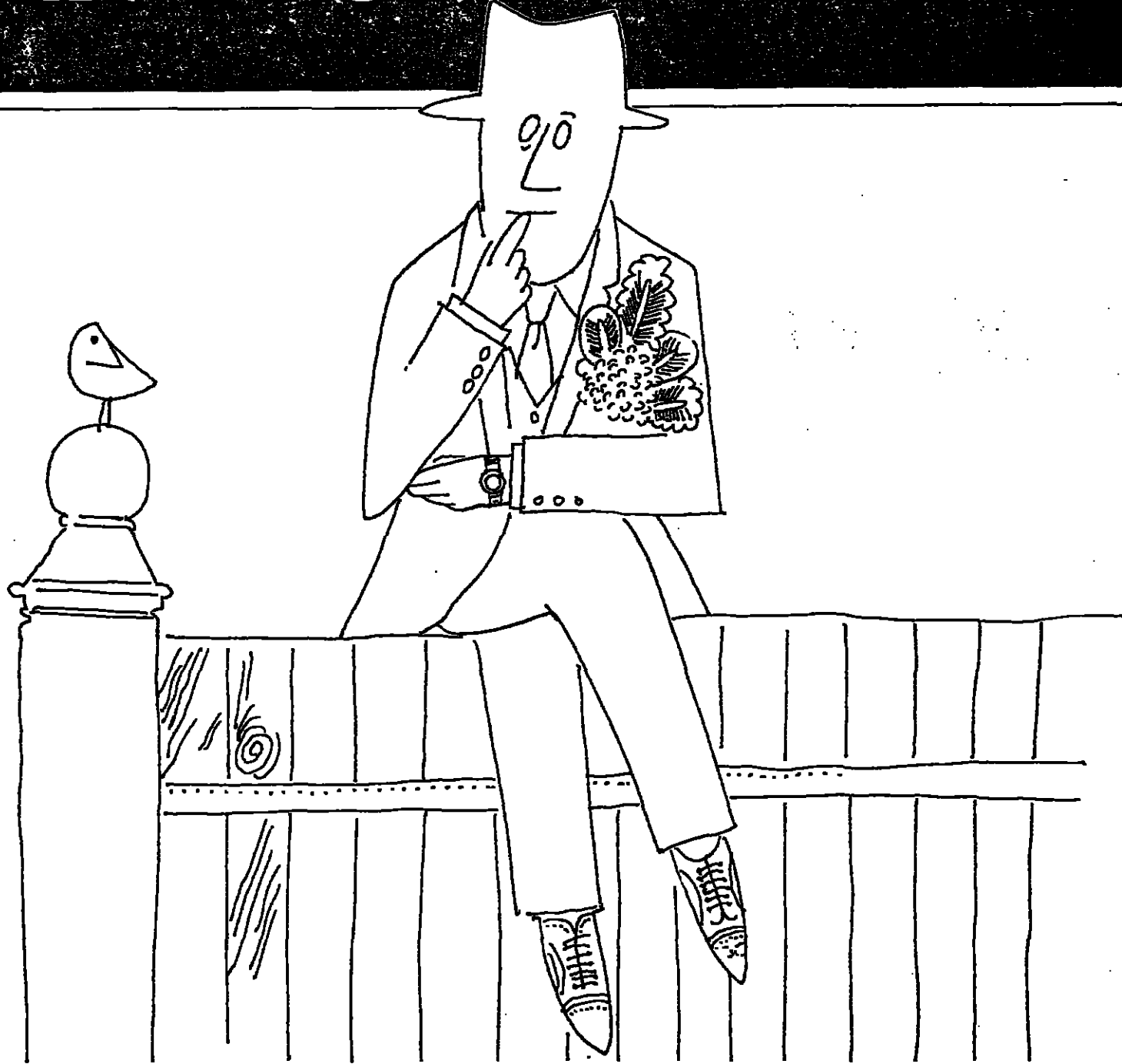
committed to continuing the successful two-year Energy Management Monitoring and Targeting programme instituted by the federation and backed by the Energy Efficiency Office.

On the basis of energy consumed per tonne throughout the federation membership, the improvement last year by mills participating in the energy M&T programme was 7.5 per cent, more than twice as much as the 3.5 per cent improvement achieved by non-M&T mills.

Last year paper companies invested £18.8 million in 37 energy related capital projects with an average expected payback of 2.4 years. The schemes ranged from a £3,100 project to recirculate hot water to a £9 million new coal-fired power plant.

The federation says: "The total is three times the £6.5 million investment recorded for 1984 and clearly shows the industry's commitment to larger energy saving capital investment projects."

## WHY JUNE 30 IS IMPORTANT TO A MAN IN YOUR POSITION.



If you're undecided about changing your company's source of energy, here's a timely reminder from British Coal.

The Government Grant Scheme, which could provide your company with up to 25% of the capital costs of converting to coal-firing, is due to close for new applications on June 30, 1987.

### NO MORE GUESSING GAMES

British Coal has kept its steady competitive price profile through energy crisis after energy crisis. Meantime, oil costs have gone through the roof and

back again with monotonous regularity. Oil prices are low now, but what happens next could make a nonsense of your company's forward planning.

### RIGHT IN TOUCH WITH TECHNOLOGY

Today's coal-fired plant is a credit to British technology, bristling with new methods of coal handling and burning. And it comes in every shape and size — to suit every shape and size of company.

### FOLLOW THE LEADERS

Leading British companies (like ICI, Reed, Tilcon, Bowaters and UML) have

recently converted to British Coal. All with a little help from the Government Grant Scheme.

For further information please fill in the coupon and send it to the Industrial Branch, Marketing Department, British Coal, Hobart House, Grosvenor Place, London SW1X 7AE.

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_

TS151/87/C5A

**British COAL** GET ALL FIRED UP BEFORE JUNE 30

## The managers out to slash a £7 billion bill

Until the 1970s the cry "switch out that light" meant little more than a reminder of the Second World War years. But the oil shocks of 1973 and 1979 sent waves of prudence, or miserliness, through industry and commerce and all of a sudden energy efficiency came into vogue.

With it has come a new breed of executive, both inside companies and set up as outside consultants — the energy manager.

In the last 20 years his role has become increasingly important in identifying energy waste, managing the new sophisticated computerized control systems, planning the most cost-effective methods to save what in many cases has proved millions of pounds.

In energy-intensive industries such as chemicals, steel, paper, and glass, the energy manager has shouldered much of the burden for improving his company's overall competitiveness. Today there are an estimated 7,000 energy managers in industry, an army of troubleshooters whose efforts are at last beginning to pay substantial dividends.

Unfortunately, there are too few of them. Government ministers remain convinced that there is such enormous scope for conserving energy that present efforts can be seen only as making small inroads.

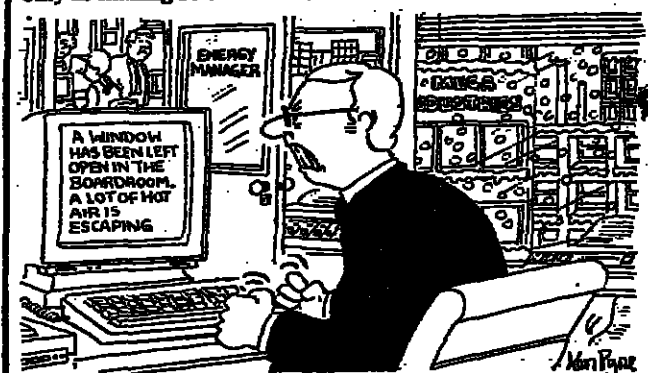
keeping, plus higher investment in energy efficiency. FA's division is a member of the Federation of Energy Consultants Group (IECG) which was formed last year by the Energy Systems Trade Association, itself established in 1982, and the first body of its type formed specifically to further the interests of the energy efficiency industry.

Today, the association has nearly 100 members of which about a third are consultants. The IECG currently values at about £30 million but which it estimates could rise to an annual level of £500 million. Its consultant members are said to control about two-thirds of the existing UK market.

Another well-established energy conservation consultancy is Ewbank Preece, better known for its engineering consultancy work. The latter are competing for a role as a complete energy management package combining financial and economic expertise with technical skills and industrial design and energy planning experience.

The company has sold its package deal for a number of installations including the sawmilling and food canning industries.

Ewbank Preece has also



And it is clear that if industry is to spearhead the Government's drive to slash £7 billion from Britain's total energy bill, then the consultants and energy managers will continue to be in demand. Switching the lights off will not be enough.

The rising number of energy consultancies include companies such as PA Management consultants, which set up its energy efficiency division in the 1970s.

It was commissioned by the Department of Energy and the Audit Commission to carry out a survey of local government offices and other buildings and after studying 30 local authorities concluded that savings of £135 million a year could be achieved.

This, said PA, would be possible without reducing standards of comfort for staff or the level of service offered to the public. The survey shows that in England and Wales local council buildings, excluding houses, consumed £790 million of energy in 1984. In the near term, this could be cut to £655 million a year by monitoring and targeting energy use and with better house-

been appointed monitoring contractor for a large number of demonstration schemes put together by the Energy Technology Support Unit of the Department of Energy's Efficiency Office (EEO).

One of the more novel energy efficiency projects in which Ewbank Preece has been involved is at Needham Market near Ipswich, where Needham Chalks has embarked on the first large industrial scheme to utilize straw as an alternative fuel.

Ewbank has used its proprietary energy management package, comprising an interface and associated micro-computer, to monitor progress and calculate savings from new straw handling equipment and a straw-fired cyclone furnace newly installed at the chalk-drying plant.

The project aims to demonstrate the feasibility of using straw to replace the expensive fuel oil in agricultural areas, and it is estimated that the fuel conversion at Needham Chalks will save up to 180,000 gallons of oil a year, giving a pay-back on the investment of about three years.

ET

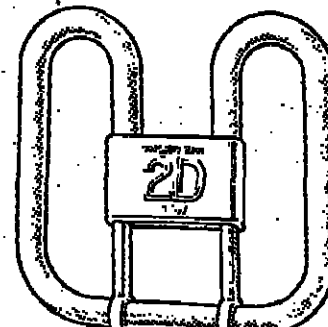
# 5 x ? (€¼) = 2D

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## Homes that are cheaper to run

More people are now living in energy-efficient houses as a result of Energy Efficiency Year. There may be only a few more, but the first people have already moved into the houses built specially for the Energy World exhibition at Milton Keynes, Buckinghamshire, last summer.

The houses, ranging from the apparently conventional to a compact, partly underground home, demonstrate the variety of ways in which houses, and flats, can quite easily and cheaply be made more efficient in their use and conservation of energy.

With the help of the exhibition and the Department of Energy's Money campaign designed to reach every household, the public is much more aware of the possibilities for energy-saving as well as its need and desirability.

Perhaps even more important is that housing devel-

**A hot water cylinder jacket will produce an annual saving of £50-£70. Central heating for a well insulated detached house could cost £220-£375, against £410-£715 for a poorly insulated one**

opers and builders have taken increasing note of it.

At the same time, a survey of architects carried out by the magazine *Building Design* at the time of the exhibition revealed that only one-quarter considered themselves reasonably skilled in energy conservation while the rest admitted almost total ignorance.

The 32 developers who built the 50 houses at Milton Keynes provided a mix of traditional brick and timber-frame houses, with two of poured-concrete construction, and each had to meet a standard much higher than normal for its energy rating.

The Milton Keynes Energy Cost Index, worked out by computers, predicts all fuel use in the house, including space heating, water heating, cooking, light and appliances. Where the average rating for a house built to current regulations would have an index of 170, the exhibition standard was set at 120.

Incidentally, new proposals for alterations to building regulation standards issued by the Department of the Environment before Christmas include floor insulation and heating controls as options for energy saving in new homes, and are intended to give greater flexibility to the builder. The proposals are now being examined by interested parties before a final decision is taken.

Timber-frame houses are generally more energy-efficient than brick and block houses, and the all-electric timber-frame, three-bedroom house and two-bedroom flats

built by Lasec for the exhibition proved the best, according to the index.

The house, a normal design in the firm's range, had a rating of 84, giving annual heating and hot water for about £80. This was achieved within the normal shell with the help of humidity-controlled heating and ventilation systems.

Many other houses make use of passive solar measures such as south-facing conservatories and living areas. The result is a sort of storage heater, absorbing heat.

Another approach is to make the shell airtight enabling easier control of heating and ventilation.

Without doubt, the most striking feature of these attempts to save energy is the function of conservatories, used widely in the past more for visual appeal and plants. They have been making a comeback in the past year or two and if the exhibition proves a success it will be a further boost for the conservatory.

Salvesen Homes built an imposing octagonal conservatory on to its large family house, and the ECD Partnership made it the central feature of the house it designed for Hughes Homes. ECD claims that its show house, uses 70 per cent less gas for heating than the same type of house built to present standards.

The Energy Efficiency Office of the Department of Energy has estimated that up to half the cost of heating and hot water could be saved by loft insulation, draught-proofing, wall insulation, double-glazing, placing foil behind radiators, insulation of the hot water tank and lagging hot water pipes.

Its Money guide details the savings that can be made. A hot water cylinder jacket, for example, will produce an annual saving of £50-£70. Central heating for a well insulated detached house could cost £220-£375 compared with £410-£715 for a poorly insulated house.

William Macfarlane, director general of the Energy Efficiency Office, says that improved energy efficiency could cut up to £190 a year off the annual fuel bill for a three-bedroom house with an old boiler. He adds that a total of 20 million homes in the UK, one in three is without a hot water cylinder jacket, three million have only one inch of loft insulation rather than the four inches recommended, nine million have single cavity walls and 12 million have no draught stripping.

It is up to the Government through its Money campaign to alert home-owners to the situation and encourage them to respond. It is up to the builders to take the initiative in providing energy-saving features in new houses.

Christopher Warman  
Property Correspondent

## Economy is the starter on the menu

The huge and diversified food and drink industry is one of Britain's biggest consumers of energy. It uses about 5 million tonnes of coal equivalent a year, and accounts for 11 per cent of the energy consumed by the whole manufacturing industry.

About 80 per cent of its needs are for steam generation and hot water production. Much of the rest is used to dry, kiln and oven, and to operate refrigeration plants.

But, despite its high consumption, its energy costs represent a smaller portion of its total expenditure than in most other industries.

The paradox is explained by the fact that it also has very high raw material costs — something about which manufacturers are constantly grumbling and which they are inclined to blame on the EEC — and in many cases is still heavily labour-intensive.

As a result it has been rather less receptive than most to exhortations to introduce energy-saving measures. Since most firms are forced to work on very tight margins they are also often reluctant to replace ageing plant and equipment.

Food and drink manufacturers were thus among the earliest targets of the Department of Energy's latest campaign. The response has been patchy but in some cases notably satisfactory results have been achieved.

A good example is Sol-Tesco, a west London company which is part of the Allied Lyons group. The factory is typical of many in the industry, with elderly buildings, badly insulated roof spaces and an absence of automatic controls on the heating and lighting systems.

Its energy bill, until recently running at £850,000 a year, offered obvious room for savings, and in 1983 the company was selected to take part in a two-year project initiated by the Energy Efficiency Office through a private firm of consultants, Leatherhead Food Research Association.

John Carr, the company's engineering services manager, describes the work involved in installing a monitoring system as time-consuming but necessary.

Within the first year savings of up to 10 per cent were being achieved, and the computer to which the system was linked showed the figure should be half as high again.

Another example is provided by a creamery at Kendal, Cumbria, owned and operated by Dairy Crest, the Milk Marketing Board's manufacturing subsidiary. The conversion of skim milk into milk powder is carried out by evaporation and subsequent spray drying, both highly intensive processes.

The usual method employed in Britain is known as thermal vapour recompression, whereby some of the evaporated water is itself used as the heating medium to replace steam from the boiler.

But the Kendal creamery has installed a system known as mechanical vapour recompression, widely used in other parts of Europe and the



The men who got results: at the Sol-Tesco bakery an Energy Efficiency Office scheme cut costs by 10 per cent in a year

United States, which allows all the evaporated water to be reused, with an estimated saving of 52p a tonne.

A new type of oven, designed by Baker Perkins, has

### Material reused, not wasted

produced savings of 35 per cent in fuel costs for British Bakeries at a factory near Nottingham. It incorporates a gas-fired system which allows heat to be recovered from both the combustion flue products and the oven chamber exhaust.

One of the principal purposes of European Environ-

mental Year, to be launched on March 21, will be to emphasize how much material is needlessly wasted when it could be reused or recycled.

Cadbury-Schweppes is one of the few companies, at any rate in the food industry, to have hit on the simple idea of burning its own industrial waste as fuel.

At its premises at Bournville, Birmingham, it has installed a pelletization plant which converts more than 100 tonnes of waste paper, cardboard and packaging into small pellets about the size of wine bottle corks. These are then mixed with coal and fed into the boilers,

producing an estimated saving of more than £100,000 a year.

At Stowmarket, Suffolk, the maltsters Munton and Fison recently invested £280,000 in two fully computerized kilns.

A new electric heat pump dehumidification system has cut energy costs by 36 per cent, product quality is improved and malt output has been raised from 7,500 to 10,000 tonnes a year.

Whether these examples, culled from a survey by the Department of Energy, have yet had a significant impact on the rest of the industry is doubtful.

Although trade associations, such as the Food and Drink Federation, the Dairy

Trade Federation and the Cocoa and Coffee and Confectionery Alliance, have set up a steering group with the department, they are still unable to supply much information.

Agriculture and forestry have yet to come under the department's comprehensive scrutiny, although it has sponsored a number of demonstration schemes, including an insulated warehouse for low-energy bulb-farming during the winter months, the use of sawmill residues in timber-drying kilns (which might seem a rather obvious use), and the use of peat to fuel grass driers in Cumbria.

There is one very obvious area, however, in which the

need for energy conservation is pre-eminent — the glass-house industry. Fruit, flower and vegetable growers, long under pressure from the Dutch, who until recently benefited from an illegal gas subsidy, now face formidable competition from Spain and Portugal, where virtually all the energy is supplied free by the sun.

There are almost certainly significant savings to be made from more efficient crop-drying systems for a large arable farmer the cost of drying can run into tens of thousands of pounds and is one of his biggest items of annual expenditure.

Farm buildings, especially those used for keeping livestock, are among the most notoriously uncomfortable places in which to work, frequently antiquated, badly ventilated, seldom, if ever, properly insulated, draughty

### Millions of tonnes burnt

and freezing in winter, unpleasantly hot in summer.

One subject which has attracted widespread attention has been the use of straw as fuel, if only because it offends many people to see six million tonnes of the stuff being wastefully burnt in the fields every autumn, with consequent environmental disadvantages.

The official view is that, although straw as a fuel may have localized uses, such as on the farm itself, it is not economically viable to collect and use it as an industrial or domestic fuel — which fails to explain why the Danes do just that.

John Young

Agriculture Correspondent



## Why should we want to make energy go further?

At Esso, our business is selling energy. Yet for many years we have been helping people save energy.

A paradox, perhaps, but with good reason.

We know that a strong future for our industry depends on the continual encouragement of energy efficiency now.

Since 1979, we have invested over £40m in projects aimed at long term energy conservation within Esso itself. From major heat recovery programmes at our Fawley refinery, to simply encouraging offices to 'switch off the light'.

In 1985 alone, these measures saved us around £28m, against an annual energy bill of £110m.

Enlightened self-interest, you may say. Yet we're also active outside our own walls.

In this Energy Efficiency Year, for instance, we have provided £30,000 to the national charity supported by the

Department of Energy, Neighbourhood Energy Action, which provides insulation for the poor and the elderly.

We are also sponsoring a nationwide programme of Energy Efficiency Education seminars, organised by the Cranfield Institute of Technology, to help teachers and administrators use energy better.

And we continue to promote new thinking on energy matters by sponsoring the Royal Society Esso Energy Award.

The Meteorological Office won it this year for a global weather forecasting system that enables aircraft to make best use of prevailing winds — and hence fuel economies.

Although forecasting next year's winner is impossible, one thing is certain. On the energy efficiency front, Esso will continue to make further strides.



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## COURT AND SOCIAL

### COURT CIRCULAR

BUCKINGHAM PALACE

January 14: The Princess Anne, Mrs Mark Phillips, Patron of the Home Farm Trust, this evening gave a Reception at Buckingham Palace to mark the formation of the HFT Development Trust.

Her Royal Highness was later entertained at dinner by His Excellency the Ambassador of the State of Qatar at 42 Park Street, London, W1.

Mrs Timothy Holderness Roddam was in attendance. Queen Elizabeth the Queen Mother will visit the headquarters of the Church of England Children's Society, Edward Rudolf House, Margery Street, WC1, on February 10.

The Princess of Wales will open the Abbey Centre, East Hunsbury, Northampton, on January 30.

The Prince of Wales will visit the Centre for Industrial Studies at the King's School, Grantham, on February 2.

The Prince of Wales, Patron of the Royal Society of Asian Affairs, accompanied by the Princess of Wales, will attend the society's annual dinner at the Savoy Hotel on February 5.

The Prince of Wales, Patron of the Civic Trust, will visit the trust's work in Halifax and Calderdale, West Yorkshire, on February 6.

The Duke of Edinburgh, patron, will attend a gala evening of *An Italian Straw Hat* at the Shaftesbury Theatre of Comedy on February 11 in aid of the Royal National Institute for the Deaf.

The Queen will visit the National Portrait Gallery to see the exhibition "Elizabeth II: Portraits of Sixty Years" on February 12.

The Duke of Edinburgh will attend a reception and dinner given by the Inner Temple on February 12.

The Princess of Wales, accompanied by the Prince of Wales, will attend the launch of the first Airbus A320 passenger aircraft at Toulouse on February 14.

The Queen and the Duke of Edinburgh will give a reception at Buckingham Palace for the winners of the Queen's Awards for Export and Technology on February 18.

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The Duke of Edinburgh, President, will attend the President's dinner at the Naval and Military Club, Piccadilly, on February 20.

The Prince of Wales, Patron of the London City Ballet, will attend a luncheon at Grocers' Hall on February 24.

The Prince of Wales, accompanied by the Princess of Wales, Patron of the British Deaf Association, will attend the premiere of *Children of a Lesser God* at the Empire, Leicester Square, in aid of the association and the Variety Club of Great Britain.

Queen Elizabeth the Queen Mother, Honorary Colonel of London University Contingent Officers' Training Corps, will attend a reception at the Senate House on February 10.

Queen Elizabeth the Queen Mother will visit the Steeple Jewell Clubs and Settlement, Beaumont Grove, E1, on February 12.

Queen Elizabeth the Queen Mother will visit the British Theatre Association's headquarters in Regents Park on February 17.

Queen Elizabeth the Queen Mother will visit the Royal National Institute for the Blind, 224 Great Portland Street on February 17.

Princess Michael of Kent celebrates her birthday today.

A service of thanksgiving for the life of Mr Howard Thomas will be held at St Martin-in-the-Fields at noon today.

A service of thanksgiving for the life of Jon Bradshaw will be held at St Paul's Church, Wilton Place, Knightsbridge, at noon on Tuesday, January 20.

A thanksgiving service for the life of Dr Nigel Dean Compton will be held at All Souls Church, Langham Place, London, W1, on Tuesday, January 27, 1987, at 12.30 pm.

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## 17th-century Dutch art sets records

By Geraldine Norman  
Sale Room Correspondent

Millionaire taste in 1987 has been on Dutch 17th-century pictures, to judge by Christie's first new-year sale in New York.

A Jan van de Capelle seascape, "Shipping in a Calm", soared to \$990,000 (estimate \$300,000 to \$400,000) or £660,000. Good examples of his work are rarities. The highest price previously on record was the \$561,000, paid at Christie's in London in 1979.

"A Riding Party Taking Refreshment", by Philips Wouwermans, secured a record for the artist at \$462,000 (estimate \$100,000 to \$150,000), or £308,000. It is a characteristic work with horsemen outside a half-

ruined farm with an extensive landscape in the distance.

Frans Hals is one of the era's grandest names and two diamond-shaped portraits of a girl singing and a boy with a violin went on estimate at \$372,000 (estimate \$400,000 to \$600,000), or £381,333.

The paintings are not universally accepted as the work of Hals but Seymour Slive, the latest authority, welcomes them in, seeing in them "the sparkling technique of the little portraits which Hals executed during the second half of the 1620s". He suggests that the curious format (7 1/4 by 7 1/4 ins) may mean they were intended for a cabinet or musical instrument.

The sale of Old Master pictures made \$2,544,703, with 15 per cent left unsold. The same proportion was left unsold in Christie's sale of Old Master drawings, which totalled £647,055 with 23 per cent left unsold. The top price was HK\$440,000 (estimate HK\$370,000 to HK\$390,000), or £38,938, for a hanging scroll of "Hibiscus and Ducks" by Shi Lu (1918-1982).

Jade, ceramics and works of art totalled £1,481,086 with 26 per cent left unsold.

Phillips set an auction price record for lead soldiers yesterday when they sold a Britains boxed set for £11,000 (estimated £10,000 to £15,000). It contained 251 items and is the largest set ever made. It was advertised in the 1915 catalogue and is extremely rare.

Christie's held their second series of sales in Hong Kong

on Monday and Tuesday where Sotheby's are already 19th and 20th-century Chinese paintings went remarkably well, totalling £647,055 with 23 per cent left unsold.

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## Forthcoming marriages

Mr J.J.O'G. Cameron and Miss J.M. May

The engagement is announced between James, son of Captain J.O'G. Cameron, of Perth, Western Australia, and the late Mrs V.P. Cameron, and Juliet, daughter of Sir John and Lady May, 26 Wellington Square, London, SW3.

Mr J.H. Leslie Melville and Miss C.J. Heywood-Leslie

The engagement is announced between James, son of the Hon George and Mrs Leslie Melville, of Innesheaven, Duns, Aberdeenshire, and Clare, daughter of Lieutenant-Colonel and the Hon Robert Heywood-Leslie, of Mount Farm, Churchill, Oxfordshire.

Mr T. Charnley and Miss M.J. Milling

The engagement is announced between T. Charnley, only son of the late Sir John Charnley and of Lady Charnley, of Wiltshire, and Miranda Jane, only daughter of Mr Christopher Milling, of Wimbledon, and Mrs Roy Delisser, of Montego Bay, Jamaica.

Mr A.F. Alexander and Miss C.N. Pearce

The engagement is announced between Anthony, elder son of Mr and Mrs Alexander, of Gileston Manor, Gileston, South Glamorgan, and Catherine, elder daughter of Mr and Mrs Walter Pearce, of Longlevens, Gloucestershire.

Mr D.B. Badham-Thornhill and Miss L.M. Holder

The engagement is announced between David, son of Major and Mrs D.B. Badham-Thornhill, of Cheltenham, and Lucy, daughter of Lieutenant-Colonel and Mrs C.F.C. Holder, of Wincanton.

Mr N.P. Baker and Miss K.F. Hartwell

The engagement is announced between Nicholas Paul, elder son of Mr and Mrs Baker, of Broad Oak House, Odham, Hampshire, and Karen Fiona, daughter of Commander Barry Hartwell, of Burnigill, Fettercairn, Kincardineshire, and Mrs John Williams, of Seabourne, Much Fawley, Herefordshire, and stepdaughter of Mr John Williams and of Mrs Barry Hartwell.

Mr S.S. Bell and Miss J.C. Watkins

The engagement is announced between Simon, son of Dr S.W. Bell, of Easton, Suffolk, and Mrs J. Wright, of Ivybridge, Devon, and Julie Claire, daughter of Mrs H.L. Allen, of Kensington.

Mr D.J. Critchley and Miss A.E. Cameron

The engagement is announced between David, elder son of Commander and Mrs W. Critchley, of Blunsdon, Wiltshire, and Alison, elder daughter of Mr and Mrs J.M.G. Cameron, of Hemel Hempstead, Hertfordshire.

Mr A.E. Dunca and Miss J.L. Large

The engagement is announced between Euan, son of Major and Mrs A.W. Dunca, of Memmure, Angus, and Hilary, daughter of Mr and Mrs J.C. Large, of Kenilworth, Warwickshire.

Mr C.M. Freeman and Miss J.H. Muir-Taylor

The engagement is announced between Clive Michael, son of Mr and Mrs W.M. Freeman, The Bowls, Chigwell, Essex, and Jane Helen, eldest daughter of Dr and Mrs D.J. Muir-Taylor, of Chigwell, Essex.

Mr C.A. Heald and Miss C.H. Southern

The engagement is announced between Christopher Allan Heald, DERR, only son of Mr and Mrs C. Heald, of Reading, Berkshire, and Caroline Hilary, daughter of Mr and Mrs A.L. Southern, of Lichfield, Staffordshire.

Mr M. Helke and Miss J.B. Barker-Harland

The engagement is announced between Michael, son of Mr A. Helke, of Mainz, Germany, and the late Mrs M.T. Helke, and Jane, daughter of Mr and Mrs G. Barker-Harland, of Lottisham Manor, Glastonbury, Somerset.

Mr P.J.O. Herschman and Miss E.J. Veitch

The engagement is announced between Patrick Joseph Otto, son of Mr O. Herschman, of London, NW3, and the late Mrs Mary Josephine, and Elizabeth Jane, youngest daughter of Mr and Mrs E. Veitch, of Edinburgh.

Mr D. James Wilkin and Miss E. J. Veitch

The engagement is announced between David, only son of Mrs Louise Jane Wilkin, of Wroxham, Norfolk, and the late Mr Charles Wilkin, and Sarah, youngest daughter of Professor Peter R. Ackroyd, of Middleton, Saxmundham, Suffolk.

Mr N.P. Kavanagh and Miss A.E. Cheetham

The engagement is announced between Neil, elder son of Mr and Mrs A. Kavanagh, of Leeds, and Anne, elder daughter of Mr and Mrs W.J. Cheetham, of Walton, Stafford.

Mr R.H. Kitson and Miss C.A. Murray

The engagement is announced between Richard Anthony, son of the late Mr John Kitson and of Mrs R.J. Kitson, of Oxshott, and Claire Aven, younger daughter of Captain and Mrs M. Murray, of Chislehurst.

Mr J.A.A. Maish and Mrs J.H. Gornall

The engagement is announced between Jeremy Anthony Archibald, son of Lieutenant-Colonel and Mrs A.A. Maish, of Farnham, Surrey, and Joanna Hilary, younger daughter of Mr and Mrs G.E.S. Woodhouse, of West Lodge, Blandford, Dorset.

Mr R.P. McGregor and Miss A.M. Ewins

The engagement is announced between Robert Peter, eldest son of Dr P.J. and Dr B.L. McGregor, of Folkestone, Kent, and Ann Mary, only daughter of Mr and Mrs D.J. Ewins, of Burghclere, Hampshire.

Mr D.W. Miller and Miss E.J. Mackenzie-Cameron

The engagement is announced between Donald, elder son of Mr and Mrs D.W. Miller, of Colwall, Worcestershire, and Erica Jane Mackenzie-Cameron, of Dundee, Natal, South Africa, daughter of Mr and Mrs D.W. Miller, of Colwall, Worcestershire.

Mr D.G. Miller and Miss J.V.H. Smith

The engagement is announced between Douglas, son of Mrs D.M. Miller, of Norwich, and the late Mr G.S.G. Miller, and Jane Victoria, only daughter of Dr and Mrs D.J. Smith, of Littleover House, Littleover, Derby, and the late Mr J.E. Howard Smith.

Mr E.H. Paine and Miss F.M. Cooper

The engagement is announced between Edward, eldest son of Dr and Mrs E.H. Paine, of Warrington, Oxford, and Fiona, youngest daughter of the late Mr John E. Cooper and Mrs P.D. Cooper, of Isheld, Sussex.

Mr A.G. Pandor and Miss S. Patel

The engagement is announced between Albert, son of Mr and Mrs G.M.J. Pandor, of London, and of Lusaka, Zambia, and Sabina, daughter of Mr and Mrs M.A. Patel, of Dubai, United Arab Emirates, and of Bombay, India.

Mr J.G. Parr and Miss E.L. Hoogh

The engagement is announced between Jeremy, younger son of Mr and Mrs E.S. Parr, of Newcastle, Staffordshire, and Evelyn Lee, younger daughter of Mr and Mrs K.E. Hoogh, of Charleston, South Carolina.

Mr G.R. Peel, RN, and Miss J.L. Poutin

The engagement is announced between Giles Robert Peel, Royal Navy, eldest son of Mr and Mrs R.A. Peel, of Southsea, and Louise, daughter of the late Mr K. Poutin and Mrs J.E. Burton, of Rotherfield, East Sussex.

Mr T.N. Roach and Miss S.L. Martin

The engagement is announced between Timothy, younger son of Mr and Mrs N. Roach, of Sandwich, Kent, and Sarah, elder daughter of Mr and Mrs Richard Martin, of St Albans, Hertfordshire.

Mr P.R. Scaramanga and Miss C.A. Mitchell

The engagement is announced between Peter, son of Mr and Mrs P.R. Scaramanga, of Shovelrode Manor, East Grinstead, Sussex, and Caroline, twin daughter of the late Mr D.S. Mitchell and Mrs Christine Mitchell, of Chardlers, Pinkneys Green, Berkshire.

Mr J.K.L. Simon and Miss K.P. Marshall

The engagement is announced between Jonathan, son of Mr and Mrs J.K.L. Simon, of Chisbury, Oxfordshire, and Katherine, daughter of Mr E. Marshall, of Texas, and Mrs W. Marshall, of California.

Mr M.D. Strachett and Miss R.C. Budden

The engagement is announced between Mark, only son of Mr and Mrs M.D. Strachett, of Knightsbridge, and the late Mrs Doris Strachett, and Rachel, elder daughter of Dr and Mrs Michael Budden, of High Wycombe, Buckinghamshire.

Mr S. Zornova and Miss L.B. McDaniels

The engagement is announced between Simon, twin and second son of Mr and Mrs M. Zornova, of Barnes, London, and Louise, eldest daughter of Mr and Mrs J.F. McDaniels, of Greenwich, Connecticut, United States.

## Appointments



Mr Martin Rogers, Chief Master of King Edward's School, Birmingham, who has been elected chairman of the Headmasters' Conference in succession to Mr Christopher Everett.

Other appointments include: Sir Ronald Archaus, former British Ambassador in Rome, to be a special adviser on the through trains planned to run via the Channel Tunnel to Paris, Brussels and other continental cities.

Sir Roger Falk, former chairman of the governors of Sadler's Wells Foundation, to be chairman of the Vic-Wells Association in succession to Mr Andrew Leigh.

Mr Terence Murtagh, director of the Armagh Planetarium in Northern Ireland, to be president of the International Planetarium Society.

Mr Ian Skipper, former director of United Engineering Industries, to be a member of the English Tourist Board for three years.

The following to be chairman and members of the Museum and Galleries Commission: Sir John Glynne, of the Museum of London, and Sir John Glynne, of the Museum of London, and Sir John Glynne, of the Museum of London.

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# The skaters' waltz across the Bury Fen



The cold spell has its compensations as these speed skaters found on the Bury Fen near Earith, Cambridgeshire, yesterday.

## Younger reassures Falkland islanders

From Peter Davenport, Mount Pleasant

Mr George Younger, the Secretary of State for Defence, yesterday reassured the Falkland islanders that despite planned cuts in force numbers, levels would be adequate to deal with any new threat.

He also denied reports that secret talks had taken place in New York between representatives of the British and Argentine governments.

He was speaking during his week-long tour of the islands, the first he has made since taking office.

Mr Younger said that reductions in the garrison numbers had been made possible because the new airport complex at Mount Pleasant now gave military commanders on the island the capability of rapid reinforcement from Britain.

Asked about the cuts Mr Younger said: "We will do it carefully and gradually and watch the situation all the time. We believe the forces we

have are fully adequate for any situation that may arise."

As he inspected a Rapier missile detachment deployed to defend the new airfield Mr Younger remarked: "I am confident we can deter any potential aggressor. We have the capacity to make it extraordinarily difficult."

Mr Younger spent part of yesterday touring the new facilities at Mount Pleasant. Within the next few days the headquarters of all three services will move the 30 miles from Port Stanley to the airport site completing the switch of almost all military operations from the island's capital.

He said no secret contacts with Argentina had taken place in New York. Britain remained ready to talk on a whole range of issues, including the normalization of relations, but not on the issue of sovereignty, he said.

## Cash move to deter gazumpers

Continued from page 1

Estate Agents said the proposal was commendable and well-intentioned. But Mr David Perkins, a leading member, said: "Regrettably it is not going to work in practice. It might be all right for first-time buyers, but the problems occur for other buyers, and this will not solve them. In addition it would prejudice the position of the parties to a sale, who like to keep their options open."

The agreement gives four weeks for contracts to be exchanged, and the party who withdraws or refuses to exchange within that time forfeits his deposit to the other. On a £70,000 property this would amount to £350.

There are circumstances in which a party can withdraw without losing the deposit, such as if the purchaser discovers something reducing the property's value by more than the deposit.

## Russians fly in the press to observe Kabul ceasefire

Continued from page 1

military checkpoints in the capital, there were indications of a run on the "Afghani", the local currency unit, following the return of refugees who had fled the fighting to camps across the border in Pakistan.

"Everyone is in the same position of having to just wait and see what happens," the diplomat explained. "But there is no doubt that the ceasefire was a clever move that is likely to have much effect on the morale of the less committed guerrilla fighters."

"I can see many of them laying down their weapons until a clearer picture emerges. This is not a good time to die a martyr's death."

The decision to let in such a large group of Western newsmen was seen in diplomatic circles as confirmation of confidence inside the Soviet military that the ceasefire will speed a political settlement to the eight-year-long war.

The diplomats said that in recent days, the capital had been more than usually alive with rumours about the chances of certain key guerrilla groups agreeing to lay down their arms.

"The Soviet and Afghan side are obviously going in for some classic salami tactics," one Western security expert told *The Times*. "They are going to push their ceasefire on a region by region basis, hitting back extremely hard at those who refuse to join in and favouring those who agree to take part."

The newsmen have been promised interviews with refugees returning to Afghanistan as part of the peace process and with guerrillas who have turned in their arms in response to Dr Najib's initiative.

The diplomatic view was confirmed by Major-General Zabihullah Ziyar, chief political officer in the Afghan forces. "The unilateral ceasefire does not mean that

the other side will be allowed to continue the undeclared war and keep sowing death and destruction on Afghan soil," he said.

"Those refusing to observe the truce will be given a crushing rebuff."

The general explained that the government troops and their Soviet allies expected today's ceasefire to be met with by the rebels. They expected a "halt to fire at towns, villages, economic facilities, air transport and the duty stations of the units of the Afghan armed forces from all kinds of weapons."

There was no indication whether the ceasefire will be matched by any lessening in the strict curfew now in operation in Kabul every night. "There have been rumours that the curfew may be wound down in some way, but so far we have seen no concrete evidence of any changes," the Western diplomat said.

## Frank Johnson in the Commons

## MI5 makes way for hypothermia

Yesterday's proceedings included the Opposition motion on "the problems of pensioners in the severe cold". It was preceded by the Home Secretary's statement giving the Government's considered response to the Peacock report on the BBC A main Opposition complaint about the statement was that its provisions for the payment of the television licence fee did not exempt pensioners.

Within two days of the return of the House from the Christmas recess, hypothermia had — in the estimation of the Opposition — replaced right-wing MI5 agents as the major threat to Britain. Hypothermia did not come out during the exchanges about pensioners and the television licence. Labour members seemed still unclear about whether pensioners could catch hypothermia from having to pay the full television licence, or having to forego television. But, by the time we went home last night, the Opposition's best brains were working on the link.

Mr Dale Campbell-Savours (Workington, Lab) came closest to achieving the double. "A Government which won't heat the homes of the pensioners in this country is not susceptible to arguments about pensioners and the television licence fee," he told Mr Hurd, the Home Secretary.

It was always going to be a day requiring strong nerves in the face of this display of Grey Power. In advance of the television statement, and the cold weather debate, some of us sought solace in Scottish question time. For that is a misty landscape as remote and romantic to us as the Waverley novel, or Glaswegian drunks on Euston station, and peopled with such names as Mr Roy Jenkins (Glasgow Hillhead, SDP), except that he was not there yesterday (perhaps trapped by the weather in his ancestral glen, Keusington Park Gardens).

One of the dependable maxims about Parliament is that a visit to Scottish question time is never wasted. Many people prefer it to a visit to Scotland. Strange and wild bits of information emerge from those rasping voices, and low brows. For example, a Labour backbencher pointed out that the chief Scottish law officer, the

Lord Advocate, was "Commissioner of the Northern Lighthouses". Because of that, he had had to withdraw from a court case because of conflict of interest, apparently. No further explanation was given for the benefit of us non-Scots.

The Labour left-winger, Mr Dennis Canavan, protested at the disparity in the treatment of the Duke of Argyll, who had merely been cautioned for illegal fishing, and savage new penalties in Scotland of up to two years imprisonment for poaching. Mr Canavan said he spoke on behalf of "ordinary working class poachers". It is retained as their Parliamentary Adviser?

Sadly, these delights had to end, and the old folk took over — or rather those who presume to be their champions. First Mr Hurd, in the television statement, then Mr John Major, the Government spokesman in the debate on pensioners and the cold, tenuously defended themselves, the Government and the Conservative Party against any suggestion that they were not as worried about the pensioners as everybody seems to be at the moment — except of course lots of perfectly contented pensioners.

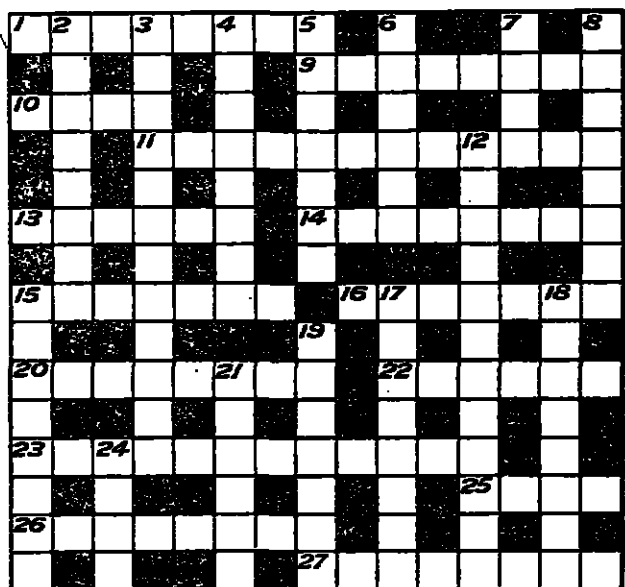
One thing was certain. The bitter weather threatened an epidemic of the killer disease of gerontophobia — fear of elderly voters by politicians in an election year. Doctors estimate that the disease could claim scores of MPs in the next 12 months. It is now affecting MPs in all parties. There is no known cure. Only the Opposition believe that there is. Labour members say that the answer is to pay them their extra £5 a week without bothering about whether the temperature is an average of 1.5 Celsius. On the television licence fee, their policy is to get non-pensioners to pay.

On the licence fee, Mr Hurd pointed out that Labour's policy would mean that elderly dowerers would get free television. This was a clever appeal to the class warriors. But it did not work. The bravest man of the day was a Tory backbencher who pointed out that the statistics showed that one third of pensioners had incomes above the national average. His name is being withheld here for his protection in the present climate.

## THE TIMES INFORMATION SERVICE

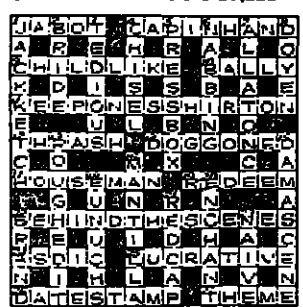
### The Times Collins Dictionaries Crossword Championship 1987 Qualifying Puzzle

#### The Times Crossword Puzzle No 17,254



- ACROSS
- Home Guard (5-3).
  - Publicize ship or plane (8).
  - Choice of directions exhausted (4).
  - Painting passenger in the way (12).
  - Projecting place (6).
  - Creature caught in delicate trap, oddly (8).
  - Main wine, such as Bordeaux (7).
  - China not the origin of this sort of garden (17).
  - Endures a disaster in submarine (8).
  - Scene rewritten by a dramatist (6).
  - Moderate policy contributing to 3? (6,6).
  - His vessel had a full complement of mates (4).
  - It's put on bit by bit (3-5).
  - League members seen at ends of some matches (8).
- DOWN
- Write off in a recess (8).
  - Sort of recent feast facing pages inside (6,6).
  - Carefree social beginner once, broadcasting (8).
  - About five, somehow get to a dance (7).
  - Grotesque person as leader of French side (6).
  - Girl's name appearing in articles (4).
  - Warm as some Pacific islands (8).
  - Open to make one see red (12).
  - Ideal partner — for monogamist, we hear (4,4).
  - Said to be celebrated (8).
  - This programme gives the running order, of course (8).
  - Hard to get some deliveries into royal house (7).
  - Vegetable associated with North Country (6).
  - Desert? Not a lot of water (4).

#### Solution to Puzzle No 17,253



I enclose cheque/PO for £3 my entry fee for the 1987 Collins Dictionaries Times Crossword Championship with stamped addressed envelope.

Name (please print) \_\_\_\_\_  
Address \_\_\_\_\_

Only one choice, but entrants willing to attend either Birmingham or Bath are asked to put them in order of preference and London applicants available for either London A or B should similarly enter "London".

Concise Crossword page 12

## Books — paperback

**FICTION**

*Final Payments*, by Mary Gordon (Black Swan, £3.95)  
*Paris 1622: Pierre Grillebois*, by George Glasig, introduction by John Halperin (The Hogarth Press, £4.50)  
*Mrs Bridge and Mr Bridge*, by Evan S. Connell (Pizzaro, £4.95)  
*The Company of Women*, by Mary Gordon (Black Swan, £3.95)  
*The Confessions of a Net Turner*, by William Styron (Black Swan, £4.95)

**NON-FICTION**

*Banana Boy*, by Frank Norman (The Hogarth Press, £3.95)  
*City of Solitaires*, an introduction to Classical Athens, by J.W. Roberts (The Hogarth Press, £4.50)  
*Henry Irving and The Belles*, Irving's Personal Script, edited and introduced by David Mayer, memoir by Eric Jones-Evans, foreword by Marius Goring (Manchester University, £2.95)  
*The Enemy Within*, Pit Villages and the Miners' Strike of 1984-5, edited by Raphael Samuel, Barbara Bloomfield & Guy Bonas (Routledge & Kegan Paul, £5.95)

### Today's events

**Royal engagements**

The Prince of Wales, President of King Edward's Hospital Fund for London, attends the launch of the book *Guidelines for Health Authorities on Care for the Dying* published jointly by the National Association of Health Authorities and the King's Fund at the King's Fund Centre, 126 Albert Street, Camden, NW6, 10.30; later, accompanied by the Princess of Wales, Patron of Help the Aged, attends the premiere of *Shari* directed in aid of the charity, at the Leicester Square Theatre, WC2, 8.

The Duke of Kent, Vice-Chairman of the British Overseas Trade Board, is the guest of honour at the seventy-fifth anniversary dinner of the BEA at Guildhall, EC2, 7.30.

### Parliament today

**Commons (2.30):** Coal Industry Bill, remaining stages.  
**Lords (3):** Family Law Reform Bill, report.

### Roads

**Seaside:** Heavy snow drifts in Clifton, Avonmouth, and other areas. A150, A151, A152, A153, A154, A155, A156, A157, A158, A159, A160, A161, A162, A163, A164, A165, A166, A167, A168, A169, A170, A171, A172, A173, A174, A175, A176, A177, A178, A179, A180, A181, A182, A183, A184, A185, A186, A187, A188, A189, A190, A191, A192, A193, A194, A195, A196, A197, A198, A199, A200, A201, A202, A203, A204, A205, A206, A207, A208, A209, A210, A211, A212, A213, A214, A215, A216, A217, A218, A219, A220, A221, A222, A223, A224, A225, A226, A227, A228, A229, A230, A231, A232, A233, A234, A235, A236, A237, A238, A239, A240, A241, A242, A243, A244, A245, A246, A247, A248, A249, A250, A251, A252, A253, A254, A255, A256, A257, A258, A259, A260, A261, A262, A263, A264, A265, A266, A267, A268, A269, A270, A271, A272, A273, A274, A275, A276, A277, A278, A279, A280, A281, A282, A283, A284, A285, A286, A287, A288, A289, A290, A291, A292, A293, A294, A295, A296, A297, A298, A299, A300, A301, A302, A303, A304, A305, A306, A307, A308, A309, A310, A311, A312, A313, A314, A315, 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Executive Editor  
Kenneth Fleet

## STOCK MARKET

FT 30 Share  
1399.0 (-4.9)FT-SE 100  
1765.2 (+1.9)Bargains  
28431 (37045)USM (Datastream)  
137.1 (-0.05)

## THE POUND

US Dollar  
1.5045 (+0.0130)W German mark  
2.7690 (-0.0238)Trade-weighted  
68.3 (-0.2)Engineer  
rejects  
bid talks

WA Tyack, the Sheffield-based precision engineer yesterday reported a possible bid approach from Noble and Lund, the North-east machine tool maker.

Tyack's chairman, Mr Neville Hughes, said that, as a result of his company's share price strength over the past few days, Noble and Lund had contacted him requesting an early meeting which might or might not lead to an offer.

"This invitation has been declined," he said. "Tyack's shares, 10p higher before the announcement, jumped 25p altogether to 102p, putting a price tag of just over £5 million on the company."

Noble and Lund is capitalised at a little more than £6 million.

## Dixons leap

Dixons Group, the electrical retailer, saw pretax profits jump by 35 per cent to £40.5 million for the 28 weeks to November 8 on sales up by 17 per cent to £528 million. The interim dividend is more than doubled to 1.2p net from 0.5775p net.

Temps, page 25

## Howden fall

Howden Group, the Glasgow engineering group, suffered a sharp fall in profits for the half-year to the end of October 1986 from £4.2 million to £1.5 million. Turnover was 13 per cent lower at £75 million. An unchanged dividend of 1.25p was declared.

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## BICC chief

Mr Robin Biggam, above, managing director of BICC since last February, has been appointed chief executive. He is a former chief executive of EuroRoute.

## £3.45m deal

Walker Greenbank has conditionally agreed to acquire Alkar. The payment of £3.45 million will be in two instalments — £2.2 million on completion through a vendor placing and a further £1.25 million in January 1988.

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## MARKET SUMMARY

## STOCK MARKETS

New York	2032.20 (+19.28)
Dow Jones	2032.20 (+19.28)
Nikkei Dow	16784.85 (+240.80)
Hong Kong	2578.23 (-12.60)
Amsterdam Gen	270.1 (+1.9)
Sydney AO	1226.7 (-4.2)
Frankfurt	1805.3 (+4.25)
Commerzbank	3990.29 (-9.36)
General	413.8 (+1.2)
Zurich SKA Gen	552.80 (same)
London: FT A	1765.2 (+1.9)
FT B	84.82 (+4.1)
FT C	84.82 (+4.1)

## INTEREST RATES

London Bank Base	11%
3-month Treasury	11.11%
3-month Treasury	11.11%
3-month Treasury	11.11%
3-month Treasury	11.11%
3-month Treasury	11.11%
3-month Treasury	11.11%
3-month Treasury	11.11%
3-month Treasury	11.11%
3-month Treasury	11.11%
3-month Treasury	11.11%

## CURRENCIES

London	New York
£ \$1.5045	\$ £0.6648
£ DM2.7690	DM £0.3613
£ Sfr2.2320	Sfr £0.4480
£ FF9.3600	FF £0.1065
£ Yen136.77	Yen £0.0073
£ Index: 68.3	Index £0.0147
ECU £0.741828	SDR £0.833228

## Swiss anxious to give Guinness details to DTI

## Bank Leu: our hands are clean

By Lawrence Lever

Bank Leu AG, the Swiss bank which is believed to have spent around £100 million supporting Guinness's share price during its bid for Distillers, yesterday said that it had done nothing wrong and called on the Guinness board to allow the bank to clear its name.

"We have no bad conscience about this affair," Mr Adolf Braendle, the executive vice-president of the bank said. "But we are handicapped from telling our side by the Swiss secrecy laws."

The bank has asked the Guinness board to allow it to reveal details of its involvement in the price support operations to the Department of Trade. It wants also to tell the press of its involvement and said that it would call a news conference as soon as it received clearance from the Guinness board.

The Department of Trade inspectors are examining the massive price support operation carried out to boost Guinness's share price during the course of the bid for Distillers. In particular they want to see whether there has been any breach of the Companies Act by Guinness providing financial assistance or information in exchange for support.

Guinness's shares shot up from 281 pence on March 13 last year to 353 pence on April 11 — seven days before it won control of Distillers.

Bank Leu has links with Guinness through its chairman, Dr Arthur Furer, a non-executive director of Guinness who was asked to resign yesterday. He is also a director of Nestlé, the former employer of Mr Ernest Saunders, who was sacked as chairman and chief executive of Guinness yesterday.

Dr Furer was named by Mr Oliver Roux, the former Guinness finance director in a letter sent to the Guinness board last week detailing the price support operations. It was the contents of this letter which cost Mr Saunders the support of the Guinness executive directors and ultimately his £375,000 a year job. Dr Furer was at the Guinness headquarters yesterday, but did not attend the board meeting.

Last year Bank Leu agreed to provide the American Securities and Exchange Commission with details of the bank account of Mr Dennis Levine, the Wall Street banker who was fined \$12.6 million dollars for insider trading.

The account was held in its

Bahamas subsidiary, Bank Leu International, and the details were released only after detailed negotiations involving the SEC and the Bahamas authorities.

Mr Braendle said yesterday that it would not be as complicated to reveal the details of the Guinness account as Bank Leu as it had been in Mr Levine's case, since no question of legal sovereignty was involved.

He said that Swiss secrecy laws however meant that it would need the permission of its client, in this case Guinness, to reveal details of its account.

"We do not like to hide behind secrecy," he said. "We are more than willing to co-operate but there are business secrets and one wouldn't normally publish anything," he added.

Freshfields, the city solicitors who acted for Guinness during the takeover bid and who were present at some "cabinet" meetings through their partner Mr Anthony Salz, yesterday firmly denied any involvement in illegal share deals.

"We are quite satisfied that we have no involvement in any improper or illegal transactions," said Mr Hugh Peppiatt, senior partner.



Yesterday's men at Guinness: Dr Furer, who has been asked to resign, arriving at the firm's headquarters; Saunders (left), who was sacked; Roux, who has resigned

## Directors call for £4 billion of tax cuts

By Edward Townsend, Industrial Correspondent

The Institute of Directors today published radical proposals for the Budget, based on a 3p cut in the standard rate of income tax — to be paid for largely by a £1.5 billion increase in the public sector borrowing requirement.

The institute, led by Sir John Hoskyns, the director-general, openly criticized the Government for its vote-catching increases in public spending, announced last year, and it called for a £4 billion tax-cutting package, including a 10p reduction in the higher rates of income tax.

The proposal for public asset sales and privatization of welfare services would help foot the bill.

Sir John will on Tuesday lead an institute delegation to the Chancellor, Mr Nigel Lawson, when he will stress the directors' priority for a long-term strategy which cuts taxes and reduces Government spending.

Sir John said yesterday that each Budget should be "a further step on the route to a long-term competitive recovery."

The institute says today: "The belief in some quarters that tax cuts are in competition with measures to create jobs through Government spending is the opposite of the truth."

"Jobs are destroyed by Government spending and the additional taxation it requires, whereas tax cuts are the most effective way of creating jobs that are financially self-supporting in the long term."

Sir John, a former head of the Downing Street Policy Unit, said the Government had become obsessed with the PSBR. The institute now believed that it should be relaxed and that money supply should be re-established as the centre of the anti-inflation policy.

Government spending cuts should be the top priority, with a long-term strategy of

reducing the 44.5 per cent of gross domestic product absorbed by the state — first to the United States level of 37.1 per cent and then to the Japanese level of 32.6 per cent.

Sir John denied that the institute's tax proposals would favour the well off rather than the lower paid. The 10p reduction in higher rates would cost less than £500 million and be the equivalent of only 1/4p off the basic rate of tax.

The institute says that, on the ground of international competitiveness, big reductions in the British rates of tax on income and capital are more urgently required than ever before.

It wants the Government to commit itself to cutting income tax to a standard rate of 19 per cent and a top rate of 36 per cent by 1990, aiming for a uniform 10 per cent rate for income and corporation taxes and value-added-tax by 1997.

The institute says that a 1987 fiscal adjustment in the Budget of £4 billion is too low and that it should be increased to £6.7 billion in a full year, and that there should be an increase in the 1987-88 PSBR from £7 billion to £8.5 billion. "Controlling Government spending is far more important than keeping up appearances with a low PSBR."

The institute regards as "defeatist" the assumption that excise duties should be fully indexed for inflation, and it proposes that there should be no increase in duties on drink, cigars and pipe tobacco.

Other changes urged by the institute include reductions in capital taxation, "worthwhile" tax relief for profit-related pay, income tax relief for all personal investment in new equity and replacement of national insurance contributions with "privatized genuine insurance" in the long term.

## Channon given report on BTR

By Colin Narborough

The long-awaited advice from the Office of Fair Trading on the BTR's £1.1 billion hostile bid for the glassmaker Pilkington has been received by Mr Paul Channon, Secretary of State for Trade and Industry.

He is under pressure to make an early decision on whether to refer the case to the Monopolies Commission.

DTI officials said there was no set timetable for Mr Channon's decision, adding that he usually decides soon after receiving recommendations. The directors of the OFT recommendations is not known and its the Office's director general, Sir Gordon Borrie, declined to be drawn on its substance.

In the City and in Parliament the proposed takeover by BTR is widely seen as a glaring example of how British

manufacturing industry, however innovative or successful in developing new products, are falling prey to firms that live on mergers.

Since BTR launched its bid in November, Pilkington has also been depicted as a champion of the neglected industrial North fighting off the "city slickers" of the South.

The City Affairs spokesman for Labour, Mr Robin Cook, has written to Mr Channon urging reference on the grounds that a clear response was called for to the current takeover stampede.

The merger policy review initiated by the DTI last summer has not yet reached any decisions, but Mr Michael Howard, Minister for Corporate and Consumer Affairs, recently told *The Times* that it was also considering action that would not call for legislation.

## Tarmac takes over Feb in £8m deal

By Ray Heath

Tarmac, the Midlands-based civil engineering and building group, is expanding through the takeover of the Feb International chemical company.

Dealings in Feb shares were suspended last Wednesday, pending an announcement, and stock market observers quickly singled out Tarmac as the most likely bidder.

The offer, which values the company at £8 million, has been accepted by holders of 71.5 per cent of the ordinary voting shares, and 14 per cent of the "A" ordinary shares.

The company is controlled by the Fisher family, which holds 74 per cent of the voting shares. The terms of the offer are 105p in cash for the "A"

shares and 155p for the ordinary shares. When dealing were suspended, the "A" shares had been rising steadily. They had climbed 10p to 78p at the suspension while the ordinary shares had reached a 12-month high of 108p.

Tarmac has agreed to a request that the cash bid should have a share alternative. The terms of this are 34 Tarmac shares for every 100 Feb ordinary, and 23 Tarmac for each 100 Feb "A" ordinary. To meet acceptance of the share exchange already received, Tarmac will have to issue 1.55 million new shares.

The deal, has been handled by merchant bankers Lazards.

## Pound at new low against the mark

## The dollar slides again

By Bailey Morris and David Smith

The pound climbed above \$1.50 yesterday, but it slumped to a new low against the mark.

In Washington the White House denied reports that it wished to see the dollar lower. The dollar continued its slide, plunging by 3.2 pence to DM1.8405 and falling to Yen153.45 from Yen155.65, making nonsense of the United States-Japan pact to stabilize the yen-dollar rate.

The pound rose by 1.3 cents to \$1.5045, but it lost ground against other currencies. It fell by 2.5 pence to DM2.7667, a new low. The sterling index fell by 0.2 to 68.3.

Retail sales in the US showed a 4.4 per cent rise last month. But, after stripping out motor sales, which rose by more than 16 per cent, the rise was just 0.9 per cent. The November figure was revised to a 0.6 per cent fall.

The markets took the retail sales figures as a bearish sign for the dollar, confirming the view that the Federal Reserve will be forced to cut the discount rate because of US economic weakness.

However, as one dealer said, "any announcement is bad for the dollar in the current mood of the markets."

The White House attempted to play down yesterday's reports that the Reagan Administration was seeking a sharply lower dollar.

Mr Larry Speakes, the White House spokesman, said at the daily briefing that, despite the reports, the Administration had no specific targets for the dollar and was not trying to talk down the currency.

But in recent weeks there have been persistent reports — often corroborated in off-the-record statements by gov-

ernment officials — that the Administration must have a lower dollar to counter a protectionist drive in Congress which has grown worse because of the lack of progress in reducing the record trade deficit.

The US Treasury said yesterday that, contrary to market speculation, there were no plans at this time for a meeting of finance ministers of the Group of Five nations to stabilize the highly volatile exchange rates.

But it is understood that there have been informal talks about a G5 meeting soon after the West German elections on January 25.

One possibility is a pact between Germany and the US on the dollar-mark relationship, similar to that concluded last year by Mr Baker with his Japanese counterpart, Mr Kiichi Miyazawa.

## Canal fight for annual meeting

By Judith Huntley

Highams' protracted and hostile £37 million bid for the Manchester Ship Canal closed yesterday with the private company of Mr John Whitaker, the developer, claiming it can win control by breaking down its shareholdings to nominees.

N M Rothschild, the merchant bank advising Mr Whitaker, agreed last night that real control of the asset-rich MSC can only be put to the test on a vote.

The annual meeting, which has to be held by February 28, is expected to be the venue for the fight for control of MSC. Rothschild says that the voting strength of both sides has been tested, given the complexity of the MSC voting structure.

There are also legalities about any reconstruction of the company which have to be taken into account as well as its statutory obligations, a point raised by Mr Nicholas Berry, chairman of MSC.

Rothschild says that Highams has no intention of restructuring the MSC and that it considers MSC's plans to close the upper reaches of the canal as "unduly hasty."

The prize for whoever controls the MSC is the Barton Dock estate.

MSC says that it will reveal the name of the developer which offered £70 million for the estate in its annual report.

## Bar on Murdoch lifted

From Stephen Taylor, Sydney

A temporary injunction restraining Mr Rupert Murdoch from acquiring more than a 15 per cent shareholding in the Herald and Weekly Times media group was lifted yesterday by the Victoria Supreme Court.

In dismissing an application by JN Taylor Investments, the company representing Mr Robert Holmes à Court, who is also seeking control of H&WT, Mr Justice Beach said he was not satisfied that Taylor shareholders would be prejudiced if Mr Murdoch was allowed to increase his holding.

The judge said there was no justification for continued legal restraint against News Corporation. The ruling was followed immediately by vigorous trading on the stock exchange. Analysts said that brokers acting for News Corporation quickly took advantage of the court release to mop up shares, while a member of the H&WT board announced that he was accepting the Murdoch offer of Aus\$15 (£6.80) a share.

On Monday JN Taylor will launch its main action in the Victoria Supreme Court, claiming that Mr Murdoch would be in breach of the broadcasting and television act if he acquired more than 15 per cent of the H&WT group, because he is an American citizen.

## John Fairfax increases bid

John Fairfax, the Australian media group, has raised its bid for Queensland Press to Aus\$24 (£10.90) a share from Aus\$20.

Queensland Press holds a 24 per cent stake in Herald and Weekly Times group which, in turn, owns 48 per cent of Queensland Press.

Fairfax said earlier this month it planned its original bid for after talking with Mr Robert Holmes à Court. It also said that its offer will not be valid unless Queensland Press accepts the Holmes à Court offer for its H&WT stake — and that Mr Holmes à Court allows H&WT to accept the Fairfax offer for its Queensland Press holding.

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T 151/87







## STOCK MARKET

## Sears' meeting with fund managers prompts buying

By Michael Clark

A flurry of speculative buying added about £75 million to the stock market value of Sears, the Safford-Saxone stores group and William Hill betting office chain, yesterday.

The share price was chased 5p higher to 129p as a massive 21 million shares changed hands in hectic trading. Dealers were responding to a whisper that Sears had arranged a secret meeting for later today between itself and five selected fund managers at the offices of its own broker, Cazenove.

Sears has been the subject of constant takeover speculation in recent months, which has seen the share price reach a record of 148p. This is thought to have worried Mr Geoffrey Mainland Smith, the chairman and chief executive of Sears, who has been keeping a constant watch on the share register.

Speculation about today's meeting has led to suggestions that he may be trying to bolster Sears' defences by gauging the amount of support he might be able to rely on from the institutions if an unwanted bid did appear.

In the past, marketmen have talked of a possible consortium bid, including Mr Gerald Ronson's Heron

Corporation. Woolworth is also thought to be on the lookout for a likely acquisition and may have cast an eye over Sears.

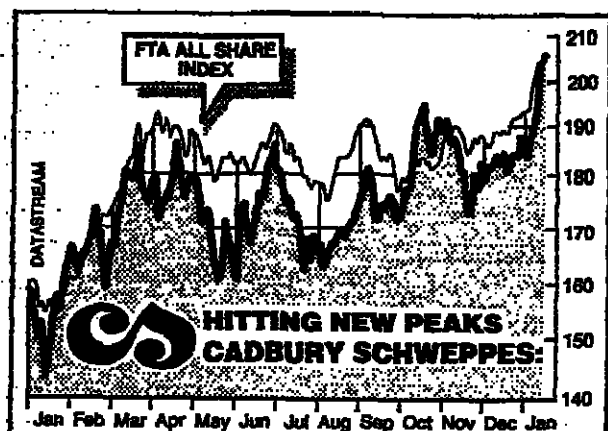
But Sears' main line of defence remains its sheer size. It is currently capitalised at almost £2 billion.

It looks as though BTR's £1.2 billion bid for Pilkington Bros, Britain's biggest glass producer, will not be referred to the Monopolies Commission.

Shares of Pilkington stood out in after-hours trading with a rise of 20p to 651p, having hit 655p at one stage. An

announcement confirming that BTR will be allowed to proceed with the bid is expected either today or tomorrow.

A DTI inquiry into the leak of the announcement could follow shortly after.



follow shortly after.

BTR, down 2p at 291p, is expected to increase its original offer once it has received the green light.

The rest of the equity suffered an early shockout which had been on the cards. But the downturn had more to do with the level of abstention because of arctic weather conditions than any real selling pressure. Indeed, share prices rallied strongly towards the close, helped by another firm start to early trading on Wall Street.

The FT-SE 100, which has been scaling new heights over the past few weeks, was down 14.7 at midday, but eventually closed with a net, 1.5 gain on

the day at 1,765.2.

The narrower FT index of top 30 shares failed to reflect the situation, closing 4.9 down at 1,389.0.

Government securities spent another dull session as the pound gained ground against the weaker dollar, but hit fresh lows against the German mark. But losses of 2% at the longer end were eventually reduced to 1% by the close.

It has been an eventful week so far for Cadbury Schweppes, the soft drinks-to-confectionery group. Yesterday, it announced the sale of its Canadian confectionery business to its rival George West-

on for £47 million (£23 million).

Earlier this week, the Cadbury share price hit a new peak of 205p, helped by renewed support from the US where the company already enjoys the benefit of an ADR facility. There is talk that one of the big US food manufacturers has decided to build up a near-5 per cent stake.

A spokesman for Cadbury said he knew of no reason for the sharp rise in the share price - which has come up from 183p in the past few weeks - although there was evidence of buying on both sides of the Atlantic.

Whispered that FAI, the Australian insurance group, had been trying to add to its 7.5 per cent stake in Hill Samuel this week. The group produced a renewed speculative flurry in the shares yesterday with them climbing 14p to 495p.

Dealers are even talking of a fall bid next week, with an opening shot of 560p a share.

Not content with a model railway like anyone else, Mr Robert Montague, the ambitious chairman of Tipbhook, the container and mail-travel group, is hoping to buy himself the genuine article.

Apparently, he has been having talks with British Rail about buying his own fleet of locomotives and goods rolling-stock and running them on the BR network - making it only the second private company to do so.

Tipbhook has already ordered 175 wagons, worth £10 million, designed to run on both BR and European lines, carrying everything from hazardous chemicals, powder and general merchandise. It is now considering ordering four of the powerful class 59 diesel locomotives for £1 million a piece.

Meanwhile, the bargain-hunters appear to be still giving Morgan Grenfell, the troubled merchant bank, a helping hand. The shares rose 6p to 411p. In the wake of the DTI inquiry into Guinness, the shares have been as low as 353p.

Guinness shares were again in the doldrums and, at one stage, hit 284p after reports that the company had organized a £200 million "shush fund" as part of its £2.6 billion bid for Distillers. The shares eventually closed 9p lower at 287p - just 10p above their low for the year - as 5.6 million shares changed hands.

## COMMENT Kenneth Fleet

## Bulls and bears square up over gilts outlook

The public expenditure White Paper is less of a market event than it used to be. But yesterday's document contained enough to confirm market suspicions about the longer-term projections. The public sector pay bill, for example, is set to rise by 6.8 per cent in 1987/88, dropping to 4 per cent in 1988/89 and 2.9 per cent in 1989/90.

Such a downward trend would have sounded more convincing a couple of years ago. Add in the aim of limiting local authorities to no real increase over the three-year planning period and the more distant spending targets, which are in any case shrouded in post-election miasma, look suspect.

The potential vulnerability in gilts that we warned of here last Saturday has already come to fruition. The immediate trigger was provided by signs of cracks in the Opec production accord - with the United Arab Emirates reportedly producing 30 per cent above quota - together with sterling's dip against the all-powerful mark. The White Paper discouraged thoughts of instant recovery.

The pound fell below DM2.80 for the first time on Tuesday as the mark continued to rise against everything in sight. It dropped further below DM2.77 yesterday, although sterling did recover the ground it had lost against the weak dollar. The sterling index has now fallen by 1 per cent in two days.

Is this the beginning of the New Year sterling crisis, delayed by the difficulties within the European Monetary System? Is now the time to get out of gilts until after the election? Probably not, but this week's gilt market fall was a necessary correction to earlier, over-optimistic assessments.

Not that there is any shortage of optimism about gilts. Even this week, Chase Manhattan Securities has been pushing a bullish view at its gilt market seminar. Subject to a continued strong Tory showing in the opinion polls and - more academically - corrective economic policy action after the election, Chase regards any weakness in the gilt market as a buying opportunity.

Likewise Hoare Govett, in its *Gilt Edge Monitor*, remains optimistic about market prospects, particularly in the short term. This week's fall notwithstanding, it predicts an extension of the gilt market rally until the Budget, with long yields dropping below 10 per cent.

And Hoare Govett is no less encouraging about post-election prospects, anticipating sterling's entry into the exchange rate mechanism of the European Monetary System and a big return of foreign interest in gilts, pushing long yields down to 9 per cent.

Set against the more down to earth assessments of the market described last week, it is clear that, perhaps for the first time since Big Bang, major differences are emerging in assessments of the market outlook by the leading players. Until now, only some of the tiddlers among the 27 gilt market-makers have gone out on a limb, with no great effect on the market as a whole.

Now a very interesting situation is developing. The market is dividing between the bulls and the bears. The prospects are for a highly volatile market, and one or two burned fingers.

## ALPHA STOCKS

These prices are as at 6.45pm

1986	High	Low	Company	Price	Diff	Chg	Yld	Vol	1986	High	Low	Company	Price	Diff	Chg	Yld	Vol
355	299	299	Alfred-Lyons	338	343	-5	14.5	15.8	409	313	313	Laidlaw	363	368	+5	18.5	42.9
188	145	145	ASDA-MFI	122	156	-34	4.5	2.9	350	302	302	Land Securities	334	337	-3	14.5	43.3
478	414	414	BET	474	478	-4	24.3	5.1	298	218	218	Lagard & Gen	280	285	-5	12.5	37
300	264	264	BTR	280	283	-3	9.8	3.4	854	322	322	Lloyds	485	472	+13	25.0	5.5
514	444	444	BAT	505	510	-5	18.4	3.6	301	136	136	Lonrho	248	250	-2	17.1	6.9
528	486	486	Beaumont	520	527	-7	28.1	5.4	231	129	129	M&S & Spencer	194	197	-3	5.8	3.0
785	703	703	Beck's	775	775	0	19.2	3.2	808	507	507	Melland	573	580	-7	27.1	4.4
477	411	411	Bechtel	467	472	-5	17.1	3.6	925	447	447	Met West	582	582	0	27.6	4.9
727	621	621	Blue Circle	718	718	0	30.0	4.2	579	481	481	P & O Direct	543	548	-5	28.4	4.5
404	326	326	BOC	381	384	-3	15.4	4.0	618	443	443	Pearson	595	600	-5	15.4	2.8
355	219	219	Bovis	246	252	-6	18.4	4.3	691	338	338	Pilling Bros	648	653	-5	21.4	3.3
555	488	488	Br Aerospace	555	560	-5	23.4	4.2	240	182	182	Plumley	194	198	-4	7.2	3.7
70	61	61	Br Gas	68	71	-3	9.2	13.3	989	749	749	Prudential	830	837	-7	38.5	4.0
791	658	658	Br Petroleum	788	793	-5	48.5	6.1	234	148	148	Racal Elect	182	186	-4	4.3	2.8
220	188	188	Br Telecom	180	188	-8	11.2	6.1	389	457	457	Rank Org	655	662	-7	22.5	4.0
197	153	153	Brail	158	158	0	8.3	4.7	804	734	734	Roskill & Colson	912	919	-7	23.9	2.8
234	258	258	Burns	250	264	-14	5.1	2.8	594	579	579	Routledge	585	590	-5	5.4	0.9
369	277	277	Cable & Wireless	308	365	-57	7.2	2.0	731	322	322	RTZ	743	750	-7	31.4	4.2
478	412	412	Cadbury Schweppes	438	478	-40	12.3	2.8	540	365	365	Reynolds	418	423	-5	7.9	4.4
594	444	444	Coats Viscella	518	522	-4	17.9	3.4	987	782	782	Royal Ind	855	862	-7	38.5	4.5
235	257	257	Com Union	282	285	-3	17.4	8.1	440	344	344	Sainsbury (J)	432	436	-4	8.4	1.9
722	653	653	Corn Goldfields	718	725	-7	35.0	4.3	148	38	38	Seas	128	129	-1	5.9	3.8
285	285	285	Courtauld	285	285	0	19.2	2.9	389	303	303	Sedgwick Op	317	322	-5	8.8	2.1
321	291	291	Dia Corp	224	229	-5	10.8	4.7	107	738	738	Shal	104	104	0	51.4	4.9
300	176	176	Dixons	222	228	-6	4.4	1.3	282	112	112	Smith & Nephew	132	134	-2	5.5	2.6
650	409	409	Fisons	387	582	-195	4.4	1.4	194	122	122	STC	190	194	-4	2.1	1.1
789	699	699	Gen Accident	699	699	0	34.3	4.0	394	247	247	Stan Chart	775	782	-7	4.0	6.0
228	180	180	GEC	182	194	-12	6.3	3.2	385	259	259	Stonhouse	267	272	-5	11.0	4.1
11	887	887	Glass	111	114	-3	20.0	1.8	772	810	810	Sun Alliance	685	692	-7	27.5	4.0
491	385	385	Grand Met	449	454	-5	14.8	3.2	102	78	78	TSE PIP	76	77	-1	6.1	8.0
11	684	684	GUS 1A	674	684	-10	31.4	3.0	434	240	240	Tesco	425	430	-5	8.8	2.1
563	757	757	GRE	616	622	-6	42.5	6.2	526	442	442	Thorn EMI	495	502	-7	25.0	5.0
385	325	325	Gro	298	325	-27	17.8	6.1	330	133	133	Thorn EMI	293	298	-5	18.9	8.4
355	274	274	Guinness	280	281	-1	11.8	4.0	139	188	188	Trusthouse Forte	178	181	-3	7.9	4.4
215	159	159	Hammill	200	207	-7	5.1	3.0	235	118	118	Unilever	22	23	-1	60.1	2.7
625	405	405	Hawker Siddeley	496	502	-6	21.4	4.3	285	216	216	Unidisc	287	290	-3	13.8	5.7
12	882	882	Imp Chem Ind	114	114	0	48.8	4.1	274	174	174	Wellcome	255	258	-3	3.0	1.2
555	399	399	Jaguar	570	575	-5	12.7	2.2	925	585	585	Woolworth	575	585	-10	22.9	3.4

## TEMPUS

## Asda-MFI change of strategy provokes cool City response

Almost two years after being born through merger, Asda-MFI continues to be viewed by the stock market with a form of respect that is still only lukewarm.

Its interim figures yesterday came at the top end of expectations with pretax profits of £36.1 million, up from £76.4 million, but the shares responded by falling 8p to 154p. Admittedly the market was in a freeze-induced depression and perhaps those few brokers that braved the snow took their prompt from seeing an empty Asda store on the way in to work.

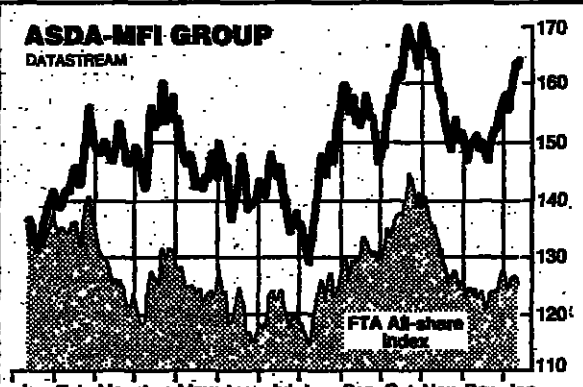
Enthusiasm in the City is properly cooled by the fact that the group stands in the middle of what is a comprehensive, costly and possibly high-risk change of strategy, the full benefits of which could take some time to come through.

In its Asda supermarkets the company is swapping its image of price keenness on branded goods for one of providing higher quality through a wide range of own brand products at prices that match, rather than undercut, the opposition.

This change will, in turn, require a re-education of shoppers' perceptions of Asda, for which the group is spending heavily on advertising and promotion.

In the first half trading profits showed 20 per cent growth from last year's depressed levels to £51.6 million - less than Tesco's Sainsbury - while turnover was up just 6 per cent. The MFI side is changing tack also with the move into lighting, curtains and textiles as the market for its traditional furniture lines stagnates.

Coupled with these changes is an intensive capital expenditure programme, which will get through £300 million this year and a similar amount in 1988 as the group opens numerous Asda and MFI stores and refurbishes existing outlets. With pretax profits of £190 million pencilled in for this year, 14 per cent up on 1986, Asda-MFI looks too cheap com-



pared to other stores on a prospective p/e ratio of 13. However nagging doubts in the City about the management strategy may limit upside potential.

## Dixons Group

Through its Dixons and Currys outlets, the Dixons Group has the highest sales per square foot in the country, yet it still manages an increase every year. There is no exception this year. At the interim stage, sales per square foot were up 14 per cent.

In Dixons stores, sales per square foot are now about £700, while at Currys they are lagging a little, at £600. However this is a 40 per cent increase since Dixons bought Currys two years ago and further improvements are expected when the refurbishment of Currys shops is completed in about 18 months. About half of the largely run-down Currys shops have now been refurbished and the rest should be completed in the next 18 months.

This year, the group will be spending £30 million on the modernization and restocking of stores. By the financial year end in April, it plans to have opened 90 new or restocked shops and to have refurbished almost 200 more. In doing so, it will have added 300,000 square feet of retail space, an increase of about 20 per cent on its existing space. Pretax profits for the 28 weeks to November 8 were up 35 per cent to £40.5 million. Just under £30 mil-

lion of this came from retailing, including the newly formed financial services division consisting of the credit card and extended warranty services.

Dixons set up its own insurance company to supply extended warranty cover last summer. This has been a risky business in the past but Dixons has considerable control over the quality of goods in its shops and offers also its own repair service, helping to minimize the risks. Now that there is a history of the costs of offering this type of service, the premiums can be pitched at a sensible level to reflect these costs, sparing Dixons from the experience of the company which discovered one year that the claims exceeded the value of the premiums.

The decline in processing profits from £1.4 million to £0.9 million is due to the post-summer. Dixons was unwilling to lose market share and profits suffered. Its newly acquired SuperSnap operation, consisting primarily of film processing shops, is being restructured. The shops are being improved and marketing is being stepped up and Dixons expects to see the benefits next year.

The group wrote off another £500,000 million of costs related to the abortive bid for Woolworth. There will be another £3 million or so in the second half in respect of interest on borrowings to finance its holding of Woolworth shares. This will bring the total cost of the bid up to about

£15 million, assuming the shares are sold at around the current price which is approximately the price Dixons paid for them. The group remains on the lookout for further major acquisitions.

Depending on the level of property sales, profits were £6.2 million at the half year stage. Dixons should report £105 million for the full year to April with a case. The prospective multiple is just 18, a premium rating for a premium business.

## Howden Group

An ill wind has been blowing at Howden, which has selected this normally steady performer off course. The company has been at the forefront in developing wind-powered turbines, but one such venture, based in California, has run into technical problems.

These were primarily responsible for a shortfall in first-half profits, which were below even the most pessimistic forecasts. However, additional disruption was caused by the rationalization of the compressor and refrigeration division.

Some of these costs have been taken above the line, although the lion's share was treated as extraordinary items. The debt of £715,000 was struck after a profit, estimated to be over £1 million net, on the sale of a site in Weybridge, Surrey.

Along with the rest of the industry, Howden is learning to live with a shorter order book. It is reasonably well filled at the moment, having been boosted by work for the Channel Tunnel worth £6.3 million and further work in Australia worth £20 million (£8.8 million).

The phasing of these and other contracts is having a detrimental effect on cash-flow, so the group will be a net borrower by the year-end. It may be some time before Howden will regain the levels of profitability achieved last year. In the present year, for instance, pretax profits are unlikely to rise much higher than £6 million.

## SIB likely to back LME brokers

By Richard Lander

The Securities and Investments Board has indicated that it will allow brokers on the London Metal Exchange to lend money to clients who hold segregated accounts with them.

Sir Kenneth Berrill, SIB's chairman, told a meeting of LME members that the board would look positively on such a request. An exchange report in December recommended that clients with segregated accounts should not be given credit and should be liable for full margins.

The meeting, called to inform members on the progress of recognition talks with SIB was also attended by representatives of the International Commodities Clearing House and the Association of Futures



Sir Kenneth: to take positive view of the request

Brokers and Dealers, whose chief executive, Mr Alistair Annand, warned that encouraging clients to borrow could lead to overtrading.

Meanwhile, a decision on whether to admit individual members to the London Commodity Exchange, which trades soft commodities, became another victim of the freezing weather.

after protestations that the freezing weather



## Lawson oil bonus less than expected

By David Smith  
Economics Correspondent

The boost to the Chancellor from higher oil prices is less than generally assumed, according to new calculations based on the Treasury's economic model.

According to the ITEM (Independent Treasury Economic Modellers) Club of private sector economists, an oil price of \$18 a barrel would reduce the public sector borrowing requirement by between £600 million and £700 million, compared with the Treasury's \$15 a barrel assumption.

Earlier estimates suggested that the higher oil price would boost the Chancellor's room for manoeuvre in the Budget by up to £1.5 billion.

The ITEM Club's lower assessment is based on the fact that higher oil prices will mean higher inflation in Britain.

These add to public expenditure, notably on the social security budget. Although higher inflation also boosts non-oil tax revenues, the net effect on the PSBR is to reduce the bonus of an \$18 a barrel oil price to £600-700 million.

The Chancellor hinted at tax cuts in the March Budget when interviewed on BBC Radio yesterday morning.

While emphasizing that it was too early to say whether income tax would be reduced in the Budget, Mr Lawson reaffirmed his commitment to reducing the basic rate of income tax.

## Fossil fuel station order crucial for future of NEI

By Teresa Poole  
Business Correspondent

As Britain freezes to a halt and the Central Electricity Generating Board struggles to meet a surging demand for energy, the power plant industry can but hope that the cold weather is sharpening the minds of the officials who order power stations.

It is seven years since the CEGB placed an order for an industry which is suffering worldwide from overcapacity and slack demand, the lack of a home market has had dismal consequences.

Northern Engineering Industries, the largest private sector company with its headquarters in the unemployment-stricken North-east, last week announced a further 800 redundancies at its Newcastle-upon-Tyne turbine generator subsidiary, NEI Parsons.

Since NEI was formed in 1977 through the merger of Clarke Chapman and Reynolds Parsons, the number of staff in the Newcastle area has halved.

The CEGB estimates that by the end of the century there will be a 10,000 to 12,000MW shortfall in capacity as the Magnox and older fossil fuel stations have to be replaced. It wants to order two coal-fired stations but decisions on a power station building programme have been in abeyance during the lengthy inquiry into the proposed nuclear power station at Sizewell.

Evaluation of possible sites is progressing but even if a decision on Sizewell is announced next month, it could



Terry Harrison: £75m plan



Graeme Anderson: optimistic

be the end of the year before planning consent is given for the next non-nuclear plant.

NEI — the only British company which can manufacture all the major components of a power plant — has most to lose from any further delay in power station orders. Its main competitors, Babcock for boilers and GEC for turbines, both have a much wider spread of interests whereas NEI's attempts to diversify have proved expensive mistakes.

For most of the years since its formation, NEI has been retrenching. In May 1985, the then chairman, Sir Duncan McDonald, said that the fundamental restructuring of the company was complete. It was not. After a lengthy internal review the new chairman, Mr Terry Harrison, announced last September that there would have to be 5,800 redundancies as part of a £75 million rationalization programme.

Mr Graeme Anderson, the executive deputy chairman at

NEI, remains optimistic. "We have got by, by completing the orders we have already and with export work." But the work at the stations at Drax, Yorkshire, Torness, East Lothian and Heysham, Lancashire is almost complete and exports have been fiercely competitive.

Since 1975, NEI has exported 4,000MW of orders compared with GEC's 28,000MW. Its largest contract, the £230 million first phase of the coal-fired power station at Rihand in India, has suffered considerable delays and NEI has come under much criticism for its role as project manager — the first time it has taken on full responsibility for such a large venture.

Logistically, Rihand, in an inaccessible part of India, would have been a difficult project for any company but it is NEI which has had to bear the (unquantified) losses. At the moment, NEI is competing with GEC for the second

phase of Rihand and it is not clear whether the Indian Government will give the company another chance.

Parsons will run out of work at the end of this year, apart from refurbishment contracts. GEC and Babcock have already been awarded the main design contracts for Sizewell, assuming it is built, and even if the CEGB does order one coal-fired station this year, there will be a lag of up to two years before the big work reaches the factory.

According to one analyst: "NEI is in serious danger of not really being around in five years. It is hard to see how they can carry these factories on the basis of no work."

NEI has taken a different view. Under the present plan, it is closing 14 manufacturing plants, cutting out non-mainstream activities, and investing a further £30 million at Parsons. Although it is questionable whether Britain can really support more than one manufacturer for turbine generators and boilers, it remains in the interests of the CEGB to have competition.

Assuming that the Government wants to avoid further large-scale job cuts at NEI, it is almost certain to be NEI's turn for a large contract when a new coal-fired station is finally ordered.

In the meantime, the company must seek to profit from the Government's concern over environmental issues. About £600 million is earmarked for the modification of three existing sulphur-spewing stations and there should be further work reducing nitrous emissions.

### APPOINTMENTS

Kellock Trust: Mr Michael Langdon becomes deputy chairman and chief executive and Mr Christopher Dowling an executive director.

Pointon York (Pensions and Investment): Mr Brian Talbot has been made a director.

Macfarlanes: Mr John Manners and Mr John Horley have joined the partnership.

Ultramar: Mr Jean Gaulin has become a director.

Fleming Claverhouse Investment Trust: Mr Timothy Raisson, MP, has been appointed a director.

FG Arthur Hargrave: Mr David Segal and Mr David Parmee have been admitted to the partnership.

Macris Company: Mr NJ Iversen has been made managing director and Mr Per Steier has been elected to the board.

CE Heath: Mr John Shelton has become chairman of CE Heath (Marine) and CE Heath (Marine Reinsurance) and Mr John Fleetwood and Mr Colin Sprowson, managing director and assistant managing director respectively.

### RECENT ISSUES

Company	Price	Change
Ashted (122p)	151	151
British Gas (50p)	69 1/2	1/2
Cap & Regional (55p)	72 1/2	1/2
Danielis S (130p)	180	1/2
Fletcher King (175p)	173	1/2
Gaylor (50p)	112 1/2	1/2
Gest (125p)	173 1/2	1/2
Glenrose (18p)	41	1/2
Gordon Russell (190p)	25	1/2
Guthrie Corp (150p)	170	1/2
Halls Homes & Gora (50p)	115 1/2	1/2
Harrison Leisure (22p)	30	1/2
Hornby (100p)	101	1/2
Hoskyns (128p)	164 1/2	1/2
Johns & Co (100p)	158	1/2
Johns & Co (100p)	21	1/2
Lloyds Chemist (105p)	141	1/2
Lloyds Chemist (105p)	72	1/2
Logik (50p)	168	1/2
Logik (50p)	75	1/2
MIL (144p)	110	1/2
Mezzanine (150p)	167 1/2	1/2
Merchandise (100p)	57	1/2
Nolo (152p)	125	1/2
Northern Food (50p)	244	1/2
Parsons (170p)	138	1/2
Sumit (135p)	111	1/2
TSE Chem (70p)	70 1/2	1/2
TSE Chem (70p)	136	1/2
Virgin (140p)	96	1/2
Ward Group (57p)	151	1/2
Willing Office (105p)	151	1/2

### RIGHTS ISSUES

Company	Price	Change
Bahaven N/P	14	1/2
Burgess Prod N/P	31	1/2
Freemantle N/P	84	1/2
Marling N/P	14	1/2
New Court N/P	24	1/2
Property Tst F/P	6	1/2
Paradise N/P	6	1/2
Scania N/P	6	1/2
Walker (Alfred) N/P	6	1/2

### LONDON TRADED OPTIONS

Series	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Alfred Lyons (741)	300	42	32	37	4	11	20	37	37	37	37	37
British Gas (70)	50	19%	21%	22%	1/2	1/2	1/2	1/2	1/2	1/2	1/2	1/2
BP (774)	700	77	80	105	1	10	17	17	17	17	17	17
Corn Gold (716)	500	120	137	152	1/2	7	10	10	10	10	10	10
Courtauld (254)	250	35	104	82	1	1	3	3	3	3	3	3
Com Union (252)	250	25	31	38	1	1	1	1	1	1	1	1
Cable & Wire (362)	300	64	73	88	1/2	2	5	5	5	5	5	5
GEC (1753)	180	33	38	42	1/2	1/2	4	4	4	4	4	4
Grand Met (451)	350	82	88	98	1/2	1	1	1	1	1	1	1
ICI (1180)	1000	182	194	212	1/2	3	6	6	6	6	6	6
Land Sec (336)	300	37	46	54	1	2	4	4	4	4	4	4
Marks & Spens (195)	200	2	11	18	1/2	1	1	1	1	1	1	1
Shell Trans (1003)	500	37	45	53	1/2	1	7	7	7	7	7	7
Transocean House (255)	200	37	45	53	1/2	1	7	7	7	7	7	7
TSE (77)	70	7	9%	12%	1/2	1/2	2%	2%	2%	2%	2%	2%

January 14, 1987. Total contracts 34730. Calls 24107. Puts 10623. FT-SE Index: Calls 1895. Puts 1725.

### LONDON FINANCIAL FUTURES

Three Month Sterling	Open	High	Low	Close	Est Vol
Mar 87	89.17	89.20	89.05	89.16	2746
Jun 87	89.26	89.33	89.48	89.30	532
Sep 87	89.25	89.35	89.45	89.25	123
Dec 87	89.31	89.39	89.50	89.31	55
Mar 88	89.50	89.50	89.50	89.50	66
Sep 88	89.22	89.22	89.22	89.22	36

Previous day's total open interest 14106

Three Month Eurodollar

Mar 87 84.00 | 84.03 | 83.96 | 84.02 | 25311 |

Jun 87 83.99 | 84.02 | 83.97 | 84.02 | 3498 |

Sep 87 83.99 | 84.02 | 83.97 | 84.02 | 892 |

Dec 87 83.71 | 83.76 | 83.70 | 83.77 | 314 |

Mar 88 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 88 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 88 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 89 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 89 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 89 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 90 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 90 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 90 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 91 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 91 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 91 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 92 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 92 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 92 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 93 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 93 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 93 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 94 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 94 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 94 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 95 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 95 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 95 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 96 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 96 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 96 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 97 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 97 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 97 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 98 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 98 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 98 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 99 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 99 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 99 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 2000 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 2000 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 2000 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 2001 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 2001 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 2001 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 2002 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 2002 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 2002 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 2003 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 2003 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 2003 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 2004 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 2004 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 2004 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 2005 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 2005 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Dec 2005 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Mar 2006 83.71 | 83.76 | 83.70 | 83.77 | 38 |

Sep 2006 83.71 | 83.76 | 83.70 | 83.77 | 3 |



# Portfolio - Gold -

From your portfolio card check your eight share price movements on this page only. Add them up to give you your overall total and check this against the daily dividend figure. If it matches, you have won outright or a share of the total daily prize money. If you are a winner, follow the claim procedure on the back of your card. You must always have your card available when claiming.

No.	Company	Group	Share Price
1	Reed (Austin)	Drumery Stores	100
2	Valor	Drumery Stores	100
3	McNair	Drumery Stores	100
4	Moham Elect	Drumery Stores	100
5	Reidman	Drumery Stores	100
6	Haynes Publishing	Newspapers	100
7	Color Allen	Banking/Finance	100
8	Palmer (James)	Shipping	100
9	Brooke Tool	Drumery Stores	100
10	Deblair	Drumery Stores	100
11	Br Vita	Drumery Stores	100
12	Providence	Banking/Finance	100
13	Whitworth Elect	Drumery Stores	100
14	Phoenix Timber	Building/Roads	100
15	Royal Elect	Drumery Stores	100
16	Radford Glass	Drumery Stores	100
17	Vest Lloyd	Chemicals/Plastics	100
18	Chrysalis	Leisure	100
19	Borford	Drumery Stores	100
20	Bedfordshire Gpy	Drumery Stores	100
21	Liberty	Drumery Stores	100
22	San Alliance	Insurance	100
23	St Andrew	Drumery Stores	100
24	Haywood Williams	Building/Roads	100
25	Smart G	Building/Roads	100
26	Wright (Henry)	Drumery Stores	100
27	Bullough	Drumery Stores	100
28	Bowthorpe	Drumery Stores	100
29	Shore & Fisher	Building/Roads	100
30	Office Elect Mech	Drumery Stores	100
31	Macro 4	Drumery Stores	100
32	Micro Focus	Drumery Stores	100
33	Dunhill	Drumery Stores	100
34	Johnson Marley	Drumery Stores	100
35	Western Selection	Drumery Stores	100
36	Swindell	Drumery Stores	100
37	Valley	Drumery Stores	100
38	Redbrook Ridge	Chemicals/Plastics	100
39	No-Swift Tada	Drumery Stores	100
40	Barr (AG)	Food	100
41	Diploma	Drumery Stores	100
42	Allied Colours	Chemicals/Plastics	100
43	QEC	Drumery Stores	100
44	Levitt (VJ)	Building/Roads	100
45	Times Newspaper Ltd	Daily Total	100

Please take into account any minus signs

Weekly Dividend						
Please make a note of your daily totals for the weekly dividend of £2,000 in Saturday's newspaper.						
MON	TUE	WED	THU	FRI	SAT	SUN

## BRITISH FUNDS

High Bid Low Bid High Offer

## SHORTS Under Five Years

High Bid Low Bid High Offer

## FIVE TO FIFTEEN YEARS

High Bid Low Bid High Offer

## OVER FIFTEEN YEARS

High Bid Low Bid High Offer

## INDEX LINKED

High Bid Low Bid High Offer

## BANKS DISCOUNT HP

High Bid Low Bid High Offer

## STOCK EXCHANGE PRICES

# Profit-taking hits shares

ACCOUNT DAYS: Dealings began on Monday. Dealings end January 23. Contango day January 26. Settlement day February 2.  
Forward bargains are permitted on two previous business days.

Where stocks have only one price quoted, these are middle prices taken daily at 5pm. Yield, change and P/E ratio are calculated on the middle price.

No.	Company	Share Price
1	Reed (Austin)	100
2	Valor	100
3	McNair	100
4	Moham Elect	100
5	Reidman	100
6	Haynes Publishing	100
7	Color Allen	100
8	Palmer (James)	100
9	Brooke Tool	100
10	Deblair	100
11	Br Vita	100
12	Providence	100
13	Whitworth Elect	100
14	Phoenix Timber	100
15	Royal Elect	100
16	Radford Glass	100
17	Vest Lloyd	100
18	Chrysalis	100
19	Borford	100
20	Bedfordshire Gpy	100
21	Liberty	100
22	San Alliance	100
23	St Andrew	100
24	Haywood Williams	100
25	Smart G	100
26	Wright (Henry)	100
27	Bullough	100
28	Bowthorpe	100
29	Shore & Fisher	100
30	Office Elect Mech	100
31	Macro 4	100
32	Micro Focus	100
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34	Johnson Marley	100
35	Western Selection	100
36	Swindell	100
37	Valley	100
38	Redbrook Ridge	100
39	No-Swift Tada	100
40	Barr (AG)	100
41	Diploma	100
42	Allied Colours	100
43	QEC	100
44	Levitt (VJ)	100
45	Times Newspaper Ltd	100

## BREWERIES

High Bid Low Bid High Offer

## BUILDINGS AND ROADS

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## FINANCE AND LAND

High Bid Low Bid High Offer

## FOODS

High Bid Low Bid High Offer

## CHEMICALS, PLASTICS

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## CINEMAS AND TV

High Bid Low Bid High Offer

## DRAPERY AND STORES

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## HOTELS AND CATERERS

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## INDUSTRIALS A-D

High Bid Low Bid High Offer

## ELECTRICALS

High Bid Low Bid High Offer

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21	Liberty	100
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## ELECTRICALS

High Bid Low Bid High Offer

1988			Price	Cons	Yld	
High	Low	Company	Per	Order	Chgs	div % P/E
107	6 1/2	Hammond	107			
52	38	Hartwig	137	142	116	9.7 6.2
221	250	IC Gas	015	620	28.4	4.3 16.1
52	22	Iscon	48	48		
19	4 1/2	Jacobson	7	8 1/2	+2	
22	9	KCA Drilling	17	10	-3	

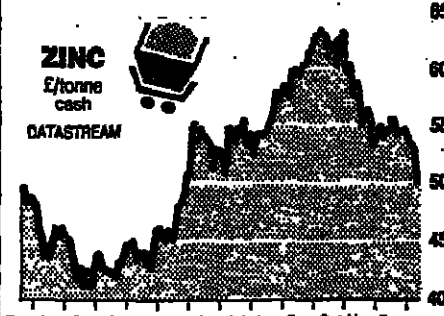


[illegible]

## INVESTMENT TRUSTS

[illegible]

## COMMODITIES



Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Inc suffered a further sharp fall yesterday to new month lows. European producer prices have been cut 820 tonne from \$870, but this is still nearly \$100 ab

Jul	1903-80	Tons	1095	Apr	85.0	85.0
Aug	1893-82			May	86.0	86.0
SILVER SMALL				Jun	87.0	87.0
Cash	373.0-375.0			Jul	88.0	88.0
Three Months	383.0-385.0			Aug	89.0	89.0
Vol	1	Tons	1095	Sept	90.0	90.0
Tone	Steady			Oct	91.0	91.0
Nov	1700-870			Nov	92.0	92.0
Dec	1700-870			Dec	93.0	93.0
Vol	30.0			Jan	94.0	94.0
Tone	Steady			Feb	95.0	95.0
ALUMINUM				Mar	96.0	96.0
Cash	767.0-768.0			Apr	97.0	97.0
Feb	767.0-767.50			May	98.0	98.0
Three Months	779.0-797.50			Jun	99.0	99.0
Vol	2700			Jul	100.0	100.0
Tone	Barrelly Steady			Aug	101.0	101.0
NICKEL				Sept	102.0	102.0
Cash	2306-2312			Oct	103.0	103.0
Three Months	2350-2362			Nov	104.0	104.0
Vol	20			Dec	105.0	105.0
Tone	Irregular			Jan	106.0	106.0
BEAT AND LIVESTOCK				Feb	107.0	107.0
COMMISSION				Mar	108.0	108.0
Advance futures markets at				Apr	109.0	109.0
representative prices on				May	110.0	110.0
September 14, 1949				Jun	111.0	111.0
60c. Cattle, 96.40 per kg liv				Jul	112.0	112.0
(+4.58)				Aug	113.0	113.0
60c. Sheep 154.75p per kg				Sept	114.0	114.0
(+3.69)				Oct	115.0	115.0
60c. Pigs, 76.41p per kg liv				Nov	116.0	116.0
(+3.46)				Dec	117.0	117.0
and carcass weight				Jan	118.0	118.0
65c. and carcass weight				Feb	119.0	119.0
65c.				Mar	120.0	120.0
England and Wales				Apr	121.0	121.0
Cattle nos. down 57.6 cts, ave.				May	122.0	122.0
price, 100.01p (+5.20)				Jun	123.0	123.0
Sheep nos. down 11.6 cts, ave.				Jul	124.0	124.0
price, 109.40p (+5.61)				Aug	125.0	125.0
Pig nos. down 38.5 cts, ave.				Sept	126.0	126.0
price, 73.41p (+5.95)				Oct	127.0	127.0
Scotland:				Nov	128.0	128.0
Cattle nos. down 35.5 cts, ave.				Dec	129.0	129.0
price, 94.92p (+2.84)				Jan	130.0	130.0
Sheep nos. down 11.1 cts, ave.				Feb	131.0	131.0
price, 190.70p (-2.15)				Mar	132.0	132.0
Pig nos. up 10 cts, ave.				Apr	133.0	133.0
price, 114 cts				May	134.0	134.0
LONDON MEAT FUTURES				Jun	135.0	135.0
Liv Pig Contract p. per kilo				Jul	136.0	136.0
Month	Open	Close		Aug	137.0	137.0
July	87.0	87.0		Sept	138.0	138.0
Aug	88.0	88.0		Oct	139.0	139.0
Sept	89.0	89.0		Nov	140.0	140.0
Oct	90.0	90.0		Dec	141.0	141.0
Nov	91.0	91.0		Jan	142.0	142.0
Dec	92.0	92.0		Feb	143.0	143.0
Jan	93.0	93.0		Mar	144.0	144.0
Feb	94.0	94.0		Apr	145.0	145.0
Mar	95.0	95.0		May	146.0	146.0
Apr	96.0	96.0		Jun	147.0	147.0
May	97.0	97.0		Jul	148.0	148.0
Jun	98.0	98.0		Aug	149.0	149.0
Jul	99.0	99.0		Sept	150.0	150.0
Aug	100.0	100.0		Oct	151.0	151.0
Sept	101.0	101.0		Nov	152.0	152.0
Oct	102.0	102.0		Dec	153.0	153.0
Nov	103.0	103.0		Jan	154.0	154.0



# GENERAL APPOINTMENTS

January 15, 1987

There are, broadly speaking, two types of skill inherent in the information technology industry: the IT skills themselves, and the marketing skills which move the products from the manufacturer to the consumer. Historically, the marketing skills have been firmly identified, not unreasonably, with market sectors, and the IT skills have never been linked, either at the training level or in the professional arena.

In the future, this will have to change, because the market place and the consumers themselves will demand more of their equipment suppliers at a strategic level and will be looking for added value from computer suppliers to supplement the systems they supply. To enlarge this argument, I need first to outline the current way the IT industry works.

If IT skills are the bedrock for the products that any company designs and manufactures, then the marketing and selling skills are the structure through which these products reach the customer.

The skills of these marketers and salesmen will have to change in the future if the consumer's needs are to be met and the individual companies within the IT industry are to remain competitive, because the consumer will require his computer supplier to display and have a greater knowledge of his own market.

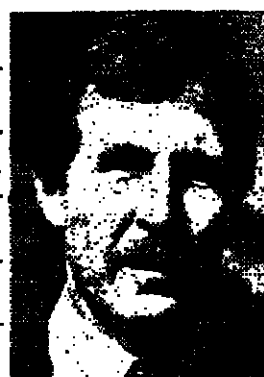
Historically, computers have been sold as specialist equipment funded from specific data-processing budgets. The purchasers of the equipment have had specialist knowledge of computer techniques, languages and the comparative computer systems being considered, and the salesman has tended to be an engineer rather than an expert on the potential customer's business.

This specialist market knowledge has resided within the marketing departments of computer companies, where the battlefield is isolated and the chances of winning market share identified and agreed. Also, once the computer system has been sold and installed, the supplier's role has changed to one of maintenance, except, of course, when further sales are being negotiated.

But computer systems are changing, and so is the way they are perceived by the people who buy them. Developments such as the Amstrad personal computer mean that the computer is now starting to be viewed as a commodity, and data-processing managers are working very much more closely with finance directors, because boards are now seeing that computer systems change the way their companies operate at a corporate level.

The effect of Big Bang is a classic example of this - stockbrokers, and the people who work there, will now demand the com-

**Skills and training are assuming greater importance in today's changing information technology industry, says Geoff Shingles**



puter as a way of working life, are not interested in its workings and will continually seek ways to sell on the benefits of the system to their clients.

This changing attitude is going to have a big impact on the skills of people working within the IT industry. It will not be sufficient for salesmen just to sell a computer. Or for a marketing specialist just to identify a market. Those markets need to be nurtured, and to do this suppliers will have to understand their customers' customers, helping them to exploit their newly purchased system and sell on its benefits. This concept is sometimes called the value chain, and it applies to salesmen as well as marketers.

In essence, this is the end of what computer suppliers in the past called box-shifting. In the

future, most computer systems will be much the same. It will be the added value a particular company has over another that the consumer will be looking for. I believe that this added value will be key in the continued acceptance of the IT industry, and in the competitiveness of the companies in this sector.

How is the value, this new demand from customers, to be serviced? The need for industry experts knowing a customer's market inside out means that we face a new challenge in the training of both the people already employed in the industry, and the new recruits. It could be argued that the IT skill shortage is only half the problem.

In the future, the IT industry will also need people with industry and application skills, and therein

lies the problem. The way our university courses, and industry courses for that matter, are currently structured is that IT subjects are not taught in management and business curricula, nor is management training given in IT courses, and never the twain shall meet.

This is both a consequence of the traditional methods of the industry and the reason why they are still tending to be used. This dichotomy of training also affects the consumers, because the directors responsible for signing capital investments and for planning the future strategy of their companies are not technicians and have no real sense of what computers can do and the impact they can have.

I am not advocating that everyone acquires detailed knowledge of computer systems, but that people are acquired with business skills who can appreciate the strategic role IT has to play.

Training will therefore need to be integrated in the years to come, to supply people who have both IT and business skills or experience. An appreciation of IT as a strategic business tool will be needed. This is of more importance for management and market specialists than for IT engineers because they are the interface with the consumer, but the IT specialist will also need an appreciation of the needs of business and commerce. Gone are

the days of a product being designed and then sold to whoever will buy it.

What are needed to rectify this disparity are courses that include IT elements. For instance, a management training course, which currently will cover accountancy, management, personnel and other topics and disciplines will in the future also cover the use of computers in the office, database techniques, and so on. They will not, of course, be on how to set up a database, or how to do your own spreadsheet, but will highlight the strategic benefits of a computer system.

Marketing skills will slowly evolve from the current sector knowledge, towards applications knowledge. Sectors that size the financial sector will be in five years' time, when the current boom has levelled off? But the applications and business sense within the financial sector will always be there.

This balance of specific business knowledge and a smattering of strategic IT expertise will also be needed by the sales force. In future they will not ask a potential customer how many users he wants on the system or what size of computer application he wishes to run; he will be asked what his

business plan is, how important computerization is to that plan and where it fits in within the company's activities - support or active.

The consumer will also be better placed to appreciate the salesman's knowledge of his industry and what his needs are when equated to a computer system - whether he wants a central mainframe or a network, and so on.

Once these skills have been developed, managers and salesmen will be able to act almost as consultants to their customers, helping to define the computer installation, showing how the customer's business will evolve (not just "benefit") from taking the system and going back after the sale to continue this consultancy process.

This argument does not lead to a society where everyone is broadly educated in every discipline. It leads to a business environment where the customers' needs become even more important, where the IT suppliers understand their requirements better, and where the IT industry has a new weapon to deploy to remain competitive - the skill of its people.

Geoff Shingles is managing director of the Digital Equipment Company.

APPOINTMENTS PHONE: 01-481 4481 - APPOINTMENTS PHONE: 01-481 4481

## RAPID RELENTLESS DEVELOPMENT

Nabisco Commodities Ltd is a subsidiary of RJR Nabisco Inc., one of the largest consumer product companies in the world. We're responsible for purchase and trade in a variety of edible nuts and similar products in order to meet the corporation's worldwide requirements. Young and fast-growing, we are now eager to strengthen our small, dynamic management team.

### Operations Manager (Ref NCL/OM/86)

We're currently setting up a new trading division and your prime responsibility will be to establish and implement systems to ensure its effective operation. Reporting to the Director of Operations, you will handle all aspects of administration including contracts, banking and logistics. We're looking for a graduate with at least 5 years' experience in international trading, commodities, banking or any related field. The ability to use an on-line computer would be an advantage.

### Trading Manager (Ref NCL/TM/86)

This is a key development role for a graduate with at least 3 years' experience in international trading, commodities or similar fields. Reporting to the Director of Trading, you will be responsible for assisting in the purchasing and trading of edible nuts.

### Administration Manager (Ref NCL/AM/86)

Working closely with the General Manager (Administration), you will be involved in all aspects of administration, including purchasing, trading, banking, shipping and logistics. We see you as a graduate with a minimum of 3 years' experience in relevant fields and, ideally, a familiarity with on-line computer systems.

### Personal Secretary (Ref NCL/PS/86)

Reporting to the Chairman, this senior position calls for a confident and qualified secretary with a minimum of 3 years' experience working for the head of a leading organisation. Knowledge of shorthand, typing and use of telex is essential and experience on a Word Processor is desirable.

For each position, we would prefer you to have a knowledge of one or more European languages other than English. As a large multinational corporation, we offer an attractive remuneration package, commensurate with qualifications and experience, and excellent prospects for your development within the Company. Please write, enclosing full C.V. including salary and benefits and quoting relevant reference number on the envelope, to Nabisco Commodities Ltd, 7th Floor, Berkeley Square House, Berkeley Square, London W1X 5LB.



## Dynamic Sales Opportunity

We are a progressive recruitment company which, since formation in 1981, has enjoyed continuous growth. As part of our next phase of expansion we have vacancies for ambitious, young individuals who must be keen to work hard in a competitive environment. Candidates must be confident in their ability to persuade and communicate clearly.

Our growth is directly related to the culture of our people and we will place considerable importance on recruiting those who can make a positive contribution to our future success. You will become involved with existing company accounts and be responsible for producing new business. Previous sales experience in the advertising or recruitment fields would be beneficial, however not essential, as full training will be provided.

Rewards are results orientated and the successful candidates can expect first year earnings in excess of £12,000 and considerable opportunity for career advancement. You will be based in Kingston-Upon-Thames where our recently built office block is located a short walk from both the river and Richmond Park and is served by bus and underground train services. If you are looking for a challenge and are under 28, please telephone John Grogan for an application form on 01-549 9236 (24 hour answering service).

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The Appointments Register

## ACTIVE PARTICIPATION IN CHANGE Recently Qualified ACA

Central London with International Travel £18k + Car + Benefits

You are not a career auditor but an agent of change. This is your opportunity to establish high level contacts within a progressive organisation which is a regenerated U.K. world leader in high technology applications. Your challenge will be to participate in revitalising every aspect of its business by adopting the principle that business goals are the primary objective. You will be offered a broad range of work in the U.K. and overseas, combining financial auditing with critical assessment of activities. As part of its revitalisation plan you would be required to leave the audit function taking your in-depth knowledge of this unique business and its management into a line position.

If you wish to be considered for this role within a singular environment please telephone, or write enclosing a c.v. to Richard Small, quoting reference CG178.

Telephone 01-256 5041 (Out of hours 023065 286)

**Management Personnel**  
Recruitment Selection & Search  
10 Finsbury Square, LONDON EC2A 1AD.

## New Business Sales Manager

Sheer 'Logic' Wang's largest and most established dealer has an immediate vacancy for the position of New Business Sales Manager.

This key responsibility includes the total management of the new business sales force of 5 professional, well trained new business salesmen, sales training and development, product training, field support, monitoring performance, order tracking and achieving company targets, and reporting to the sales director.

The right man should be between 25-35, energetic, enthusiastic, professional, perceptive, flexible, ambitious and determined to be successful. He should also have a very successful track record in new business sales and sales management in the computer industry.

This is a very exciting opportunity and carries an on target earnings of £35,000 p.a. plus a generous car allowance.

If you have the right credentials and want to join our go ahead management team then call or write to David Roberts in strictest confidence.



41-42 DOVER STREET  
LONDON W1X 3RB  
TEL 01-408 1516

## PART TIME SURVEYOR

A small property company with offices in Kensington, who manage blocks of luxury flats in central London, require the part time services of a qualified surveyor. The position would suit a retired FRICS experienced in residential building works. Remuneration will be by way of a small annual retainer plus fees for tasks undertaken.

Telephone 01 937 3710 for interview.

## barnard marcus NEGOTIATORS

This rapidly expanding firm of estate agents currently have several vacancies for sales negotiators (experience preferred but not essential) possessing the right combination of drive and initiative. Excellent prospects for advancement within this dynamic company. Car owner essential.

Contact Annabel Duncan-Smith (Fulham) on 736-8099, Daphne Hine-Haycock (Hammersmith) on 603 1384, Karen Prior (Tooting) on 416-1161, Olivia Fennell (Southfields) on 874-1122 or Pamela Gossage (Wandsworth) on 416-1211.

### A Change of Direction

If your career is at a dead end and you are considering a change of direction this could be the opportunity you are looking for.

Opportunities exist for self assured people with ability and business acumen to train for a career within the financial services industry.

Exciting opportunities for personal success and career development are linked with excellent training and the prospect of a very high income.

Without obligation, find out about our direction.

Please phone Keith Punt on 01-734 5660 (London & Home Counties only)

We are an equal opportunities Group. Applications are welcome regardless of sex, marital status, ethnic origin or disability.



## Salaried Sales - Across the UK Another innovation and another success.

Have you a first class track record selling Financial Services to the general public? Are you professional, dynamic and ambitious?

If you satisfy all the above then we'd like to talk to you. As one of the leading Financial Services Groups in the UK, we can support you with an excellent product portfolio, first class marketing and advertising plus an administrative back-up which is second to none.

In return for your expertise we'll offer you a negotiable salary and bonus plus a car and generous benefits package to include BUPA, non-contributory pension scheme and free life assurance.

For further details please phone Tony Leeson, Divisional Director, on (0793) 28291 Ext. 3700, or write to him at Allied Dunbar Assurance plc, Allied Dunbar Centre, Swindon SN1 1EL.

We are an Equal Opportunities Group. Applications are welcome regardless of sex, marital status, ethnic origin or disability.



## PERSONNEL ASSISTANTS

c.£9,000

We are a successful computing company employing 1100 staff of whom 500 are based in our London office near Oxford Circus. We are looking for two people to join our busy Personnel department to work on all aspects of Personnel administration.

You should be educated to 'O' level standard, have a minimum of four years' secretarial or administrative experience, accurate typing of at least 50 wpm and, ideally, experience of word processing. The ability to work on your own initiative and strong interpersonal skills are essential requirements. In return, we offer a demanding, varied and interesting job with a competitive salary plus an excellent benefits package.

Please write with a full CV to: Kate Angwin, Personnel, Scicon Limited, 49 Berners Street, London, W1P 4AQ.

## A CAREER WITH A FUTURE

That future requires three ingredients, the right company the right products and the right people. With a superb portfolio of brands like Fosters, Websters Yorkshire Bitter, Carlsberg, Holsten, Budweiser, Watneys Special Bitter, and a forward thinking and ambitious approach to business, Watney Combe Reid & Truman can offer two of those ingredients.

Watney Combe Reid & Truman are undoubtedly a very clear market leader in their part of the UK, London and South East, and as a result of internal promotions and changes there are now exciting opportunities for experienced sales people.

### FREE TRADE SALES REPRESENTATIVES

Located in South London or North Kent

Within this very important trade sector you will have the responsibility to maximize profitable sales from your area. This will be accomplished through increased distribution of products to existing outlets, promotional planning and identifying new business opportunities in outlets such as pubs and clubs.

The successful candidates, probably aged 23-28, will have a good education, ideally to 'A' Level or graduate standard. Previous sales experience of at least 1 year, within a training orientated fast-moving consumer goods company is essential. This along with the necessary personal qualities of competitive drive, ambition, enthusiasm and self-motivation will ensure you are the right candidate for us. You will have considerable autonomy in a fragmented market-place, to be optimised within a structured working environment.

In return we offer an excellent salary, performance related bonus, company car and benefits package along with significant career development opportunities for the right people.

INTERESTED? THEN PHONE GORDON SCOTT on 01-541 1777

The Nicholas Company Ltd.

Kingston House, 15 Coombe Road, Kingston-upon-Thames, Surrey KT2 7AB

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& TRUMAN**  
THE WINNING TEAM

## DOCUMENTATION ASSISTANT

A Legal Documentation Assistant is required to negotiate the documentation in connection with Commercial Lease Renewals, Rent Reviews, Licences and Agreements undertaken in the management of an extensive London and Provincial Property Portfolio.

A tertiary qualification would be an advantage but due consideration will be given to applicants with previous experience in the Legal and/or Surveying fields.

A comprehensive salary package will be offered, including free PPP membership, non-contributory pension and life assurance scheme, free staff restaurant and interest free seasonal loan.

In instances CVs should be submitted to:

THE STAFF ADMINISTRATOR,  
LAND SECURITIES (MANAGEMENT) LIMITED,  
LANDSEC HOUSE,  
21/23 NEW FETTER LANE,  
LONDON EC4P 4PY.



# GENERAL APPOINTMENTS

# next...

## REFLECTIONS

*Success*

The success of Next is a reflection of the professional retailing approach of our highly talented and committed team based at Leicester.

We are looking for bright enthusiastic and committed people who believe they have the ability to rise to the challenge of a retail environment.

Previous experience is clearly of an advantage in terms of some of the positions which we are able to offer but Next also offers wide opportunities for people of intelligence and resource who have business experience outside the retail spectrum.

### BUYING

The department at the front line of design and product development. You must be highly self motivated, enthusiastic and able to thrive under the pressure of the most successful buying team in the country.

**Senior Buyer Ladies knitwear.** With a design/ buying background you will have two or three years commercial experience of a buying function. Business acumen will match the high degree of responsibility and good all round communication and negotiation skills are essential.

**Buyers (with design background) Mens/Ladies.** You should already be involved in a buying function and have the insight and desire to achieve responsibility in line with your talents and potential. A strong 'feel' for the market is needed in addition to your all round ability in the design field.

**Trainee Buyers Graduate** qualified (either Business Studies or related fashion textile degree). You will thrive on hard work and be able to show total commitment to the shaping of the fashions of tomorrow. A design sympathy together with a logical working method are essential.

### MERCHANDISE

Our merchandise department is part of the overall buying function and has contact at senior level with manufacturers. It also has an involvement in the distribution function.

**Senior Merchandisers** Undoubtedly you will already be leading a team and have three or four years experience in a fashion environment. You will also have a comprehensive systems awareness, linked with a strong understanding of financial budgetary control. Knowledge of manufacturing procedures would be a distinct advantage.

**Merchandisers** An appreciation of systems and 18 months experience in a retailing environment are essential to these positions. An analytical or statistical background, linked with a determination to succeed and good communication skills are pre-requisites.

**Systems and Distribution** Preferably graduate qualified (business studies) with at least two to three years experience in the distribution function of a retail environment is essential for these positions. You will be reporting directly to senior management and will therefore already be leading a small dedicated team having proven your man-management skills in your present position. Ideally you should have a knowledge of systems retailing and the merchandise function in a related environment.

**Trainee Merchandisers** Qualified to at least 'A' Level standard or with retailing experience you will certainly be numerate with an analytical approach, to be trained in all aspects of the essential areas of the business.

### QUALITY

Next's standards require the highest level of quality control essential to support all our product areas. Working from your own initiative you will ensure that quality control and work checks are maintained at manufacturing and warehousing levels. A clean driving licence is essential for these positions.

**Senior Quality Assurance** Heading a team of dedicated staff you will assume control and liaison with the senior management in buying/ merchandising and with our manufacturers. You must have related experience either in the manufacturing or retail environment.

**Quality Assurance Graduate** qualified with a related degree or relevant experience in industry you will be hard working, competent and be able to take a flexible outlook combined with enthusiasm and self motivation.

These important central functions are now poised for tremendous growth to continue the Next success story. We are looking for people, who are both ambitious and dedicated.

All of these vacancies offer unique opportunities for career progression with the most successful retailer of the '80s.

If you feel that your success can reflect ours then write with full C.V. to: Mr. Chris Hawkins, Personnel Department, Next Retail Limited, Desford Road, Enderby, Leicester LE19 5AT.

### THE LAW SOCIETY'S GAZETTE Advertising Assistant

An opportunity has arisen for an outgoing, hardworking young person to join the Classified Section of the leading weekly legal magazine circulating in England and Wales.

You will be responsible for the Classified Section of the magazine, and your duties will include receiving copy from advertisers, liaison with printers, proof reading and paste up. A small amount of telephone sales will be involved. There will also be the opportunity to become involved in all areas of the recruitment pages.

Applicants must have a pleasant telephone manner, an eye for detail and basic typing skills.

Starting salary £5500 - £6500 p.a. (on a scale with a current maximum of £8534 p.a.) + bonus scheme. Other benefits include 25 days annual leave, staff restaurant, pension & season ticket loan schemes.

Interested applicants please write to the Personnel Assistant, Ref JW/71, The Law Society, 113 Chancery Lane, London WC2A 1PL.

The Law Society is an equal opportunities employer.



### SPONG EXPORT SALES EXECUTIVE

£15,000 - 20,000 p.a.

Survey

Dynamic subsidiary of a fast growing plc seeks young, energetic manager, preferably graduate, to sell its branded consumer products overseas.

At least 2 years export sales experience and working knowledge of French and German will be required. The remuneration package will include a car and membership of a contributory pension scheme.

Prospects are excellent.

Please write with full CV to:

Mr D. R. Pointer,  
Spong Manufacturing Limited  
4 Mole Business Park  
Lutterhead  
Surrey KT22 7BA

Tel: 0372 378748

next...

## CJA RECRUITMENT CONSULTANTS

35 New Broad Street, London EC2M 1NH  
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Telex No. 887374 Fax No. 01-256 8501

Tough and challenging opportunity for self-motivated and rugged sales executive. 80% of the time travelling throughout Peoples Republic of China after initial 6-12 months training in UK

### CJRA SALES MANAGER - CHINA CAPITAL MACHINERY - MANDARIN SPEAKING

BEIJING BASED £22,000-£28,000 + BONUS + BENEFITS

INTERNATIONAL PRECISION ENGINEERING GROUP TO IN EXCESS OF £100M. We invite applications from candidates, who are likely to be qualified to graduate level, probably aged 25-35 (although more mature individuals with highly relevant background should also apply) who must have had experience of selling capital machinery or other technical equipment. The ability to speak Mandarin as a second language is essential. Previous experience of selling in China is highly desirable. The successful applicant will be responsible for further developing established clients as well as seeking out and converting new profitable business throughout the PRC. Essential qualities are the ability to close sales effectively, to negotiate at the highest levels, to be positively enthusiastic about selling throughout China and being constantly 'on the move' as well as having a creative empathy for customer needs. Initial remuneration by way of high basic salary, special daily allowance and achievement related bonus, contributory pension, free life assurance and free BUPA. Reference SMC18650/TT.

### CJRA EXPORT SALES EXECUTIVES SPANISH, FRENCH, GERMAN OR ITALIAN SPEAKING

WESTERN EUROPE £12,000-£16,000 + ACHIEVEMENT BONUS

This same client also seeks sales executives for similar roles in Western Europe. Qualifications, age, experience and personal qualities are similar to those outlined in the above vacancy. The ability to speak one or more of the stated European languages as well as English is essential. Recent graduates who are appropriately qualified and who wish to extend their experience into export sales should also apply. Reference ESE18651/TT.

Applications in strict confidence quoting the appropriate reference above will be forwarded unopened to our client unless you list companies to which they should not be sent in a covering letter marked for the attention of the Security Manager: CJRA.

CAMPBELL-JOHNSTON RECRUITMENT ADVERTISING LIMITED 35 NEW BROAD STREET, LONDON EC2M 1NH.

## PENSIONS MANAGER

Up to £22,000 plus car - Home Counties

My client is a progressive British manufacturing company with sales exceeding £100 million. Its precision engineered products are exported worldwide.

It has two self-administered pension funds whose combined assets total some £130 million, with about 5,000 pensioners and contributing members.

Due to the retirement of the present Pensions Manager, the company is seeking someone to manage a team of 8 people with responsibility for administration and accounting, investment advice and policy administration, counselling pensioners and employee members.

If this opening interests you and you are aged 40 plus, APML/ACA, have managed a self-administered pension

scheme and are fully conversant with current UK pension legislation, please send a full CV, in confidence, to Jane Shepherd, Jane Shepherd Associates, Pharmacia House, Midsummer Boulevard, Milton Keynes, MK9 3HP.

### Jane Shepherd Associates

Executive Search & Selection

## Diplom-Übersetzer

Wir sind ein chemisches Grossunternehmen mit breit gefächertem Produktionsprogramm und hohem Exportanteil. Für unseren zentralen Sprachendienst im Hauptwerk Leverkusen, das zwischen Köln und Düsseldorf gelegen ist, suchen wir einen Herrn oder eine Dame mit entsprechender Qualifikation.

**Aufgabe:** Übersetzen von deutschen Fachtexten mit naturwissenschaftlich-technischem Inhalt in druckreife englische Sprache.

**Voraussetzung:** Muttersprache Englisch; Universitätsabschluss in den neueren Sprachen - erste Fremdsprache Deutsch - und möglichst ein "Postgraduate Diploma in Technical Translation"; sichere Beherrschung der Muttersprache.

**Angebot:** Verantwortungsvolle, selbständige Tätigkeit, gutes Gehalt, vielfältige Sozialleistungen, angenehme Arbeitsbedingungen.

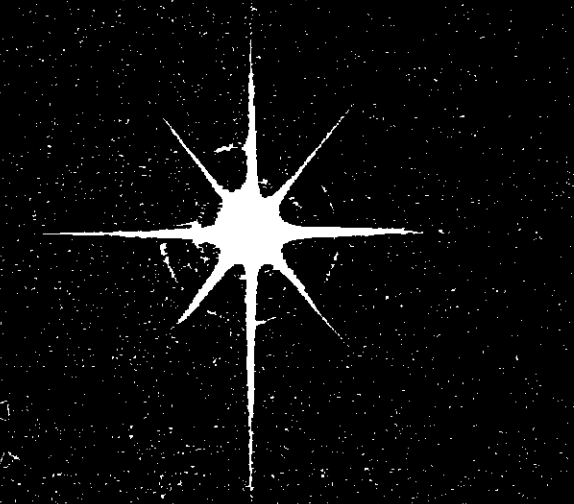
**Bewerbung:** Damen und Herren, die sich für dieses Aufgabengebiet interessieren, senden uns bitte ihre vollständigen Bewerbungsunterlagen mit Angabe ihrer Einkommensvorstellung und des frühesten Eintrittstermins unter Kennziffer 101.

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Ascending Regional Sales Manager  
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## EAT YOUR HEART OUT



## BETELGEUSE

Betelgeuse is one of the supergiant variety of stars, the brightest in the universe and one of the most rapidly expanding. Our client - a major IBM PC compatible manufacturer - is emulating similar behaviour here in the UK.

The company, located in the Home Counties, has achieved a tenfold growth in only three years. It is without argument one of the most luxurious organisations in the IBM PC compatible field, constantly innovating and launching products of high quality and competitive price. They are a secure organisation, combining US percentage - a \$1.5 billion market leader - with a strong and professional British team.

This growth has naturally created key senior positions in sales and distribution for two ambitious and experienced people who drive in a young and dynamic environment.

### Northern Regional Sales Manager

£30K OTE min + car  
Reporting to the Sales Director, you will have responsibility for a £1.5 million quota. You will negotiate with new and existing dealers in the area north of Manchester, including the city itself, to increase sales of a comprehensive range of PC products. (Since the role is highly mobile, you will be based from home.) You are probably at least 25, operating in a similar capacity already and have a sound understanding of the PC market based on extensive dealer network experience. The on-target earnings should be easily surpassed and are supplemented by a quality car and a negotiable initial income guarantee. Ref. T0092-L.

### Distribution Manager £20K + car

This is a role with exceptional career prospects. Initially, you will report to the Financial Controller, later on you would join the management team with accountability direct to the MD. Based at the Distribution Centre along the M4 corridor, the responsibilities include distribution, inventory control, warehousing, procurement from overseas and close liaison with sales administration and sales forecasting. Aged 30 to 40, you're already a distribution professional, computer literate and your responsiveness to the sales department has proved crucial to your success. Ref. T0093-L.

The fringe benefit package for both positions is outstanding and includes a non-contributory pension scheme equating to an additional 10% salary, free petrol, free life assurance, permanent health insurance and over four weeks' holiday.

Don't hide your light under a bushel, make contact with Peter Lloyd quoting relevant ref.

01-242 9356

24 hour answering service

occ sales personnel

Recruitment Consultants, 1st Floor, Crown House, 121 Kingsway, London WC2B 6BN.

## AN EXPERIENCED STOCK KEEPER

Required for high class jewellery company. 25 to 45 a logical brain and good memory essential, some knowledge of computers and typing necessary. Good references required.

Apply in confidence with a current c.v. to  
Mr Asken, 25 Conduit Street, London W1.

01-734 6144.



### OFFICE ADMINISTRATOR

Furniture in WC1 require an extemly efficient and meticulous person to organise our busy office/showroom, progress orders, control "traffic" and liaise with our designers and discerning clients. Typing, non-smoking and sense of humour essential. Excellent career prospects.

Ring 01 833 0404.

## SOLICITORS ESTATE AGENCY

Young negotiator required to set up and run residential agency in north London commencing early March.

Good prospects for right applicant, with a good salary and bonuses based on sales. Previous experience essential.

Telephone  
01 405 8853

## ROYAL ACADEMY OF ARTS PRESS OFFICER

Applicants are sought for the post of Press Officer at the Royal Academy of Arts. The press officer is responsible for all press relations, publicity and promotions with a staff of two.

Previous experience is essential.

Please send a s.a.e. before 31st January to:

The Press Office,  
Royal Academy of Arts,  
Burlington House,  
Piccadilly, London W1V 0DS  
for further particulars.

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## INDUSTRIAL &amp; COMMERCIAL RECRUITMENT DIVISION

## DOUGLAS &amp; LLAMBIAS

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## COMPUTER AUDITOR

London EC4 £23,000 + bank benefits

Our client is a major US bank with a prestigious client portfolio. The bank has identified the need for an innovative person who is keen to expand their computer audit skills and to utilise their creative ideas. Work activities will include financial and operational audit, systems development and ad hoc projects.

This is a high profile role and the appointee must possess a diplomatic and flexible work approach. This will be particularly important as the role involves c.20% travel in the UK, Europe, US and the Far East.

As a qualified accountant, or a Member of the Institute of Internal Auditors by examination, you will have the potential to tackle this challenging role. Experience of computer audit, preferably in a financial institution, is essential.

Interested candidates should telephone or send a full CV to Malcolm Edgell or Carol Saunders at our London address, quoting reference MB65.

ACCOUNTANCY & MANAGEMENT RECRUITMENT CONSULTANTS  
DOUGLAS & LLAMBIAS

## INTERNAL CONSULTANTS

London £18,000 + car + bonus

One of the most highly acquisitive companies of 1986 requires Internal Consultants to perform post-acquisition investigations and operational review work.

This is a fast-growing company with major activities in specialist manufacturing, distribution and merchandising. New levels of profitability, a broader operating base and an improved mix of activities between the UK and overseas have helped create a foundation for sustained growth.

With offices worldwide successful candidates can expect twelve weeks travel abroad a year.

Reporting at senior level the Internal Consultants are responsible for assessing weaknesses and strengths in Internal Control, and for making suggestions for improved performance. Applicants should be qualified accountants with a good record of academic achievement and the maturity and self-confidence to take decisions. A positive but flexible approach is necessary as is the ability to communicate at all levels.

Interested candidates should ring or write to Deborah Sherry or Peter Green enclosing a full CV, and quoting reference PG73.

ACCOUNTANCY & MANAGEMENT RECRUITMENT CONSULTANTS  
DOUGLAS & LLAMBIAS

## CORPORATE FINANCE

City

c £25,000

One of the world's largest and most profitable investment banks is looking to recruit exceptional individuals into their Corporate Finance Department.

The Corporate Finance image of the bank is to be pro-active rather than re-active and they are developing one of the most sophisticated trading systems worldwide. By investing millions in computer technology the Corporate Finance Department will be working with systems equipped to handle major increases in volume.

Dealing with mergers and acquisitions as well as raising capital, this is an excellent opportunity for professionals with an outstanding academic background and entrepreneurial flair.

Candidates should have either a legal or accounting background and the ability to act on their own initiative. They must be able to work under pressure, be confident in their own ability, and also possess a sense of judgement and know when to seek assistance. Corporate Finance experience would be an advantage but is not essential.

The salary package is c £25,000 with a high percentage discretionary bonus, based on merit. Interested candidates should ring or write enclosing full CV to Malcolm Edgell or Deborah Sherry, quoting reference MB65.

ACCOUNTANCY & MANAGEMENT RECRUITMENT CONSULTANTS  
DOUGLAS & LLAMBIASA TAX CAREER  
IN INDUSTRY

London £18,000 - £23,000

As an oil multinational our client can offer qualified accountants from any discipline the opportunity to exploit their interest and skill in taxation work. Entry points are set at both the newly qualified level and for individuals who have already acquired a solid grounding in corporate taxation.

Acceptable candidates will be in the 26-35 age range, and must be able to demonstrate success in their career to date. This will be coupled with an enthusiastic personality and a strong interest in the taxation field. Potential for rapid career development must be evident.

Interested candidates should telephone or send a full CV to Carol Saunders or Colin Vasey at our London address, quoting reference CS35.

ACCOUNTANCY & MANAGEMENT RECRUITMENT CONSULTANTS  
DOUGLAS & LLAMBIASFINANCIAL  
CONTROLLER

London c £20,000 + car

This is a new position within the rapidly expanding retail division of a major entertainments group.

Reporting to the Financial Director, responsibilities will include providing financial information for the increasing number of retail outlets, the setting up of stock control systems and some special project work. Prospects for advancement within the Group are exceptional.

Candidates must be qualified accountants and should have some commercial experience, preferably gained in an FMCG environment.

Please ring or write, enclosing a full CV, to Deborah Sherry or Peter Green, quoting reference DS36.

ACCOUNTANCY & MANAGEMENT RECRUITMENT CONSULTANTS  
DOUGLAS & LLAMBIASDOUGLAS & LLAMBIAS ASSOCIATES LIMITED, 410 STRAND, LONDON WC2R 0NS  
TELEPHONE: 01-836 9501

## BBC APPOINTMENTS

BBC Radio  
EDUCATION  
CORRESPONDENT

Education from Nursery to Postgraduate; it's politics, economics, industrial and social relationships; it's the future. That's the brief: the medium is BBC Radio 1 to 4 and the salary will be up to a maximum of £23,800. Considerable educational journalism background is essential. (Ref. 6030/T)

REPORTER  
News and Current  
Affairs Group

To join a team of highly skilled professional reporters engaged in fast, accurate coverage of events in the UK — and sometimes overseas — for a wide range of programmes and news bulletins. You'll need sound news judgement, the ability to write well for the ear, a facility with technical equipment and a good broadcasting voice. A proven high standard of journalism is essential. (Ref. 6029/T)

Salary will be up to a maximum of £19,900. Both posts based Central London.

SUB-EDITOR  
Radio News  
Central London

Millions of people could be hearing from you about the great national and international events of the day. Working in our London newsroom, you would be preparing stories for summaries and bulletins on all 4 national radio networks and for local radio and regional newsrooms. You will also work at Westminster, mainly helping to prepare *Today in Parliament* and *Yesterday in Parliament*. You would sometimes work as a copywriter.

You must have journalistic experience and be able to write accurate, dramatic, stylish news reports with flair and speed. Salary: £11,492 — £15,805\* (Ref. 6082/T)

REGIONAL  
JOURNALIST  
BBC North West  
Manchester

Our Manchester Regional Newsroom has a vacancy for an experienced journalist. You will help produce the nightly news magazine *North West Tonight* and prepare regional news bulletins, contribute to network bulletins and liaise with Local Radio. You will also write commentaries for ENG pictures and film, and research and evaluate programme material. You will need to be able to originate stories and suggest suitable treatment for such ideas. Work is on a shift pattern, including weekends.

You will need sound editorial judgement, journalistic experience in newspapers or broadcasting, a keen interest in news and current affairs and ability to work quickly and accurately under pressure for live programmes. Knowledge of the North West is desirable. Salary: £10,412 — £14,725\* (Ref. 5318/T)

We are an equal opportunities employer

Relocation expenses considered. \*Plus an allowance of £597 p.a. Contact us immediately for application form (quote appropriate ref. and enclose s.a.e.) BBC Appointments, London W1A 1AA. Tel: 01-827 5799.

ASSISTANT  
SECRETARY

The Chartered Institute of Arbitrators require a highly competent Administrator with experience in servicing committee and handling legal casework for the above mentioned post.

Applications in writing to  
The Secretary  
The Chartered Institute of Arbitrators  
75 Cannon Street  
London EC4N 5BH

TRAINING AND SUPPORT  
EXECUTIVE

South Bank Computers has a vacancy for a training/support executive for IBM PC based software. Knowledge of DOS, accounting and investment management an advantage. Driving licence essential.

If you have good communications skills, a pleasant personality and would like to help companies to reap the benefits of advanced technology apply with brief c.v. to:

SABACO

183 Butler's Wharf Business Centre  
Curlew St London SE1 2ND

EXAMINATIONS MARKETING  
AND MANAGEMENT

£18,000-£22,000 + car

The Securities Industry is undergoing a period of fundamental and creative change, and The Stock Exchange is responsible for organising a range of examinations for the industry.

The current manager, who has now been promoted, has established an impressive working system for both the new basic grade competence testing for registered personnel and the professional level Securities Industry Examination.

We now wish to appoint a manager to develop further the current examination programme and above all to market and promote the concept of competence testing and examinations to the Securities Industry as a whole and in particular to financial institutions.

\* You will be a graduate, have experience in marketing, management and possibly but not necessarily an assessment background. You may have been successfully marketing training services or assessment packages.

\* You will need to offer strong and dynamic leadership to a staff of 20+ and have the enthusiasm, toughness and strength in communication skills to drive forward this essential activity.

Salary is negotiable and benefits include non-contributory pension, BUPA and free travel.

Please reply with full CV to:  
Jennifer Gregson, Personnel Manager,  
The Stock Exchange, Old Broad Street,  
London EC2N 1HP. Tel: 01-588 2355,  
ext. 28123.



A market in progress

Phillips &amp; Drew Fund Management Limited

PA To Managing  
Director

Phillips & Drew Fund Management, which is one of the largest fund management organisations in the UK, is seeking a mature and experienced person to act as PA to the Managing Director of the company.

You will be aged 25-35 and educated to at least 'A' level standard. A good level of numeracy ('O' or 'A' level Maths) is essential. You must be able to communicate with people at all levels and possess substantial organisational skills. Experience of working in a stockbroking or fund management environment is an advantage although not essential.

Your duties will include the co-ordination of, and preparation for, meetings for the Managing Director; general administration and correspondence; the compilation of financial data and statistics.

We will reward you with an excellent compensation package including a bonus, mortgage subsidy, pension scheme, free life assurance and free BUPA.

Please apply in confidence to:

Sally Walkley,  
Recruitment Officer,  
Phillips & Drew,  
120 Moorgate, London EC2M 6XP.

PATIENT CARE  
MANAGERNursing  
c. £22,000 p.a.

This is an opportunity for a dynamic nurse manager to expand proven management ability and make full use of inspirational leadership skills.

Situated in north west London, this teaching hospital is seeking a Patient Care Manager. You will be responsible for the professional leadership of all nurses within the authority's district including acute, specialist services and Care of the Elderly, whilst having general management responsibility for a large proportion of patient services on the district's main site. This new role requires someone with maturity, strong convictions and a determination to set and maintain the highest levels of patient care.

Professionally you will relate with ease at all levels. However you may well be younger than a post of this status would suggest.

Reporting to the unit General Manager, the starting salary negotiable up to £22,000 p.a. is commensurate with the importance of this position.

To discuss this opportunity in total confidence please telephone Hilary Sherton.

**Raine** THE RAINE PARTNERSHIP  
RECRUITMENT CONSULTANTS  
01 937 4454  
13 PRINCE OF WALES TERRACE  
LONDON W8

WE ARE NOT THE ESTATE AGENTS WHO  
TIE YOU UP WITH SLICK WORDS.

Are you-  
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HARD WORKING  
AND  
NEED MONEY?

Then there is only one answer.

WORK FOR US — THE ONLY TRUE  
INDEPENDENT ESTATE AGENT GROWING.

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BRIAN LACK & CO 586 5929

THE COLLEGE OF  
SPEECH THERAPISTS  
6 Leckmere Road, London NW2 5BU  
OFFICE MANAGER

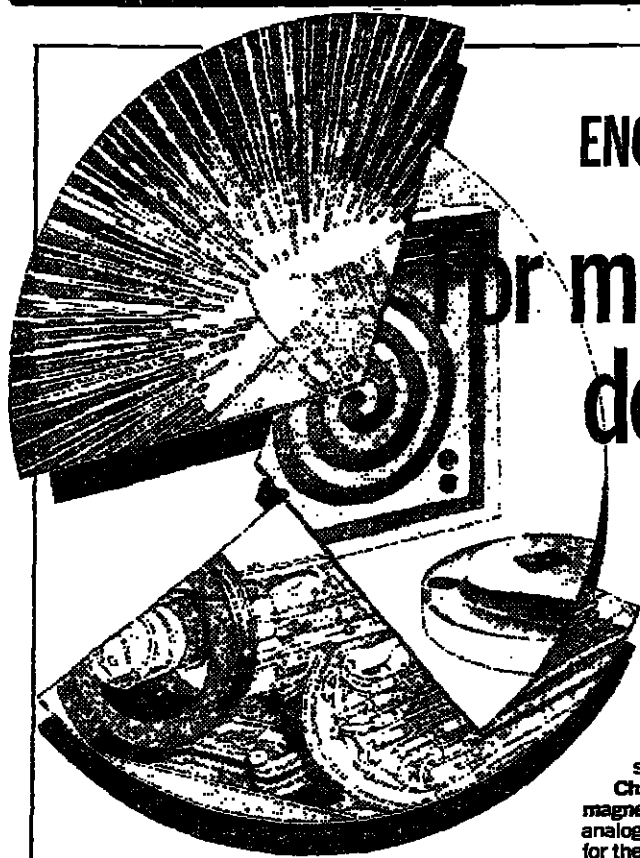
Required immediately by the College of Speech Therapists, the professional body for Speech Therapy. The post carries responsibility for day to day administrative management including financial matters and the marketing of College publications. Starting salary £10,902 per annum inclusive of London Weighting.

For further details contact Mr D. Wiseman,  
Administrator, on 01-469 8531 or write.

Closing date for applications:  
31st January 1987.



# GENERAL APPOINTMENTS



## ENGINEERS AND TECHNICIANS

### For multi-disciplinary defence projects

As one of the most advanced research and development facilities in the world, the Atomic Weapons Research Establishment at Aldermaston has earned an international reputation for its achievements in the fields of nuclear science and technology. Crucial to the pioneering activity undertaken at AWRE is a full engineering function including electronic, electrical, chemical, mechanical and metallurgical specialists.

Particular opportunities exist for mechanical engineers with experience in design, structural analysis and reliability assessment in advanced weapon systems, a Nuclear Decommissioning Engineer, Chemist/Chemical Engineer, an Instrumentation Engineer, an Electromagnetic Specialist, a Design Team Leader - Radio frequency analogue, digital and computing techniques and Metallurgists for the development and operation of fabrication and processing technology.

As members of the Defence Engineering Service, you will follow a structured training and career development programme designed to prepare you for wider responsibility; there are opportunities for promotion into senior management positions within AWRE and the MOD.

We are now looking for technician engineers qualified to HNC or equivalent in any of the quoted disciplines with substantial practical experience.

There are also senior posts available for engineers of chartered status with several years' experience. In addition to these posts there are also some opportunities at ROF Burghfield.

Starting salaries range from £9165-£14,730 depending on qualifications and experience plus a Special Pay Addition of up to £1790.

As well as a comprehensive rewards package, you will enjoy superb leisure facilities including a theatre, subsidised restaurant, full sports facilities and an attractive social club. The Establishment is located in the pleasant Berkshire countryside in the "hi-tech" growth area of Southern England. Single or married accommodation may be available and assistance or up to £5000 towards relocation expenses may be available.

For further details and an application form write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: T(A)85. The Civil Service is an equal opportunity employer

**AWRE**  
ALDERMASTON

1. Close tolerance assembly
2. Complex work produced by numerically controlled machine tools
3. High power glass lasers

## GRADUATES WE'RE LOOKING FOR CHECKMATE IN FOUR MOVES.

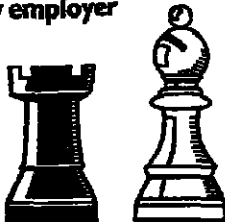
Do you enjoy a game of chess? If so, you probably have a logical and analytical mind; an aptitude for solving thorny problems and strong reasoning powers. It will come as no surprise that these are just the sort of characteristics we look for when recruiting graduates to follow challenging and rewarding careers as members of Her Majesty's Tax Inspectorate.

We are looking for people who can analyse complex circumstances. We don't pretend that learning the necessary skills and diplomacy to agree tax liabilities, investigate evasion and negotiate settlements is an easy undertaking, but it could hold a very promising future. After a few months training you will be accepting your own casework, and making your own decisions. Subject to successful progress, you can expect your first promotion within 4-5 years. Eventually, you can look forward to running your own tax district.

You must be under 36 with a first or second class honours degree in any subject or an acceptable equivalent. Final year students may apply. Salary, according to qualifications and experience, starts from £7320 rising to £24,300. Working in Central London, you would receive £18,700 on your first promotion. Beyond this there are opportunities for promotion to the most senior levels in the Civil Service. Salaries are higher in London. Training can normally begin at an office in the area of your choice.

To find out more and for an application form please write to the Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (24-hour answering service operates outside office hours). Please quote ref: A/87/320/131.

The Civil Service is an equal opportunity employer



### AN OUTSTANDING OPPORTUNITY

For a well-educated individual (preferably Graduate) to train as a Financial Planning Adviser with a leading brokerage based in London and the West Country.

The successful applicant will be located in our recently opened Investment Centre in the City of Bath and will have the following qualities: (1) aged 21-30, (2) self-motivated and hard-working, (3) a good communicator, (4) looking for an exciting career. In return, the position offers (1) full training and support, (2) an exciting working environment, (3) a stable career with a professional organisation, (4) an attractive remuneration package, (5) a wide range of long-term opportunities with one of the most innovative and dynamic companies in the Financial Services sector.

Tel: (0225) 659712 GRAHAM WOOPER (BATH)  
01-404 3766 MICHAEL EDGE (LONDON)  
or write to  
Chase de Vere (Investments) Ltd  
63 Lincoln's Inn Fields  
London WC2A 3AX

### EXECUTIVE JOB SEARCH

Are you earning £20,000-£100,000 p.a. and seeking a new job? Connaught's discreet and successful Executive Marketing Programme provides professional excellence in helping you to identify those unadvertised vacancies. Contact us for a free and confidential meeting to assess if we can help you. If you are currently abroad ask for our Executive Expat Service.

Telephone: 01-734 3879 (24 hours)

**Connaught**

32 Seville Row, London, W1

The Executive Job Search Professionals

### STANFORD'S INTERNATIONAL MAP SHOP

requires 2 bright, well-travelled graduates to join the staff. Salary around £7,000.

Apply in writing to:

Peter Whitfield at Stanford's, 12-14 Long Acre, London WC2.

## Circulation Manager

S.E. LONDON To £16,000

Morgan-Grampian publishes more than forty magazines and newspapers, in an exceptionally wide range of business areas. The investment of £2m in computer systems over the last three years has enabled us to enhance our reputation for creative and accurate controlled circulation.

We are now looking for a Circulation Manager, to work closely with seven publishers on thirteen titles.

You will need to be able to handle facts and figures, and to present them clearly. You will frequently be talking to clients, and publishers will very much expect you to understand and relate to their objectives.

If you feel you have a strong commercial awareness, good communication skills and the ability to manage and motivate twenty people, we would like to hear from you. Previous involvement in publishing and/or advertising would be of interest, as would experience of using computerised lists.

Benefits include five weeks holiday, rising to six with service, and a contributory pension scheme with free life insurance.

Please apply in writing, enclosing a c.v., to John Graham, Circulation Controller, Morgan-Grampian plc, 40 Baresford Street, Woolwich, London SE18 8BQ. Tel: 01-854 2200 ext 213.

The Company is an equal opportunities employer.

## TRAINING MANAGER DESIGNATE

South of England c.£17,000 p.a.

Our client, a leading force in the Electronics and Communications industry is seeking an Assistant Training Manager to work with, and eventually take over from the current Training Manager.

This is a high technology environment and the company is rapidly moving forward to the 1990's both in terms of growth and 'State of the Art' electronics. Candidates must, therefore, possess experience gained in an electronics or engineering area and have the ability to structure a major employee re-training/familiarisation programme. Of equal importance will be multi-disciplined training and management development and the successful candidate will have demonstrable experience at this level.

The likely age range will be late 20's to mid 30's and in addition to a negotiable salary of c.£17,000, there will be a large company benefits package.

Please apply in the first instance, in strictest confidence, enclosing a full CV: quoting Ref: 874 to: JPW Recruitment Advertising Ltd, Chancery House, 53/54 Chancery Lane, London WC2A 1QX.

**JPW**  
Recruitment Advertising

## GROUP PRODUCT MANAGER EUROPE

COMPUTER CONSUMABLE PRODUCTS  
BERKSHIRE • To £24,000 + BONUS • CHOICE OF CAR AND OTHER LARGE COMPANY BENEFITS

Our client is Europe's foremost independent direct response marketer of computer consumables and accessories. Its philosophy is based upon the principles of quality, value and service, together with innovation both in terms of products and their presentation to the business user. Effective, classical marketing in this highly competitive environment has been a major factor in the success of the company to date.

A group product manager is now sought, who will have full P+L responsibility for all media and supplies activities within the client's European operation. The demands of the position are such that the following requirements are essential:

- A degree-level, business oriented qualification coupled with a progressive record of large company FMCG marketing achievement.
- Evidence of success in responding to fast-developing market conditions both strategically and tactically.
- A proven record of first-line management and motivation.
- Excellent communication skills with fluency in both English and at least one other major European language.
- An informed interest in computers and their application.

If you wish to develop your marketing career in a fast-expanding, Pan-European environment, contact JAMES MORRIS, Associate Director, who is advising on this appointment on 01-258 3621 (24 hours) or send a brief C.V. with daytime telephone number, quoting ref. 34873.

Executive Facilities (Marketing) Ltd.  
Clive House, 21A Conduit Place,  
London W2 1HS.

## OVERSEAS SUPERVISORY OPPORTUNITIES SAUDI ARABIA

Now hiring for major three year contract for Operations, Maintenance and Engineering support of 300 mega watt generation plant, 34,000 cubic meter/day Desalination Plant and 400,000 cubic meter/hour Sewerage Pumping Station. Included is power transmission and distribution facilities support the Yabou Industrial Community located on the Red Sea, West Coast of Saudi Arabia.

CANDIDATES URGENTLY REQUIRED TO FILL SUPERVISORY POSITIONS FOR FOLLOWING OPERATING DEPARTMENTS IN STATE OF ART UTILITY.

### GENERATION

Operations Superintendent, Operations Supervisor, Watch Shift Engineer and Operations Engineer. H.N.C. preferable plus experience on High Pressure Thermal and large Gas Turbine Generators.

### MAINTENANCE

Maintenance Superintendent, Deputy and Supervisors in Electrical, Instrument & Control and Mechanical disciplines. H.N.C. preferable plus experience on Power Generation & Desalination equipment.

### TRANSMISSION & DISTRIBUTION

Supervisors for System Protective Relaying, Monitoring SPS equipment, Overhead/Underground line staff 11kV/33kV/132kV system. Computer Support Manager, Bachelor degree, 10+ years 220kV experience with at least 4 years as DP Manager or Supervisor. BSA or PRIME background helpful.

### COMPUTER PERSONNEL

Senior Systems Analyst - Bachelor's Degree, 6+ years total DP experience with at least 3 years Supervisory background. IBM or PRIME background helpful.

### SUPPLY SUPPORT

Supply Support Manager to Manage and Administer Project Purchasing, Stock Control, Warehousing and Property Administration services. H.N.C./H.N.C. preferable plus Supply Management experience on Power Stations or large Industrial Operations.

Stock Control Supervisor (preferably with NATO Stock Numbering knowledge). Warehouse Supervisor, Purchasing Supervisor and Purchasing Agent. H.N.C. preferred plus experience in Power Station or major Industrial Operation with 5-million average annual material turnover.

Please forward career details etc. as soon as possible for immediate consideration to W. Stott

Systemford Ltd (Acq), Northern House, 255 Eastern Avenue, Garside Hill, Bradford, Essex. G8 2HT.

Telephone 01-520 6538.

Quoting reference WDS/104

**SYSTEMFORD**

TECHNICAL & EXECUTIVE RECRUITMENT

## YOUR MOVE IN '87 TO SELL THE TOTAL SOLUTION!

- £35k O.T.E. + car based in Surrey
- £35k O.T.E. + car London & Home Counties
- £25k O.T.E. + car South East

These exciting opportunities exist with leading Systems Houses who are looking for -

- Successful Salespeople
- Knowledge of MICROS/MINIS
- Ideally knowledge of Unix/Clan
- Understanding of Software Industry

If you have these requirements - Great.

If not - but have a consistent sales track record in computer sales or related areas and want a career move call SALLY KNIGHTON for further details on 01-244 8977, Bolton House, 194 Old Brompton Road, London SW5 0AS.



## TOSHIBA

Information Systems (UK) Ltd.

### DEALER SALES EXECUTIVES

The spectacular success Toshiba have had with their innovative range of desktop portable computers means they are expanding rapidly. They now urgently require Dealer Sales Executives to continue with this successful growth.

Based in the South of England, you will be responsible for selling Toshiba's range of desktop portable computers and impact printers through a network of dealers into the corporate marketplace.

You should have sales experience, preferably gained through selling via third parties and some knowledge of the PC market. The preferred age is 22-30, with minimum degree/A-Level qualifications.

Exhibiting the drive and enthusiasm essential for these top flight positions, you will be rewarded with an attractive salary and commission scheme, company car and all the benefits commensurate with a major international company.

For the initial interview please contact our Recruitment Consultant PAUL ERRINGTON who has been retained to advise on this appointment.

**City**  
CITY RECRUITMENT CONSULTANTS  
200 Tottenham Court Road, London W1P 0LP  
Tel: 01-422 8888

## COURIERS/ REPRESENTATIVES

required by small, upmarket Travel Company from end April to October 1987 in the following places:

SPANISH Manor House Hotel, Galicia, Karoni, Peloponnese, GREECE, Ionian Coast of GREECE, Mediterranean Coast of TURKEY.

Applicants must have 'O' level English, be over 23 years of age, and have fluent SPANISH, TURKISH or GREEK.

Write or Phone:  
CRICKETER HOLIDAYS,  
4 The White House,  
Beacon Road,  
Crowborough, E. Sussex,  
TN6 1AB.  
Tel: Crowborough  
(08926) 64242



## COMPUTERS

(1) Software/Solutions Packages - leading manufacturer requires experienced sales executives for hardware systems, financial, banking, local Govt etc. Proven track record essential £18-22k basic - OTE £40k & BMW + excellent benefits.

(2) UNIX/UNIX experience, National accounts £18k basic - OTE £40k major manufacturer + BMW + company benefits (London).

(3) YOUNG SALE EXEC. Good track record looking for a career in computing. Excellent packages. Immediate start.

(4) PC SALES EXECUTIVE. Major accounts good track record essential £20k basic - OTE realistic £50k + Mercedes/BMW etc (London & Home Counties).

(5) TECHNICAL SUPPORT MANAGER/EXECUTIVE. £18k basic + BMW + good company benefits.

(6) P.E. SALES. Networking experience preferred. £18k basic - £30k (remote). London & Home Counties.

(7) TRINITY PARTY COMPUTER MAINTENANCE SALES EXECUTIVE - major service organisation. £12k basic - OTE £18-20k plus car and excellent benefits.

(8) COMPUTER PERIPHERALS Sales executives - LEADING MANUFACTURER. Any relevant experience. Trained to Senior Exec. Immediate positions available.

(9) TELESALES - Young dynamic personalities required to break into computer systems sales. Immediate positions available.

For these and many other positions within the computing industry contact:-

### THE ACTIVE GROUP

MARTIN WELSH  
01-388 3111

LONDON'S LEADING COMPUTING SALES CONSULTANCY  
Or send CVs to:

The Active Group (UK) Ltd,  
Easton House, 81-183 Easton Street, NW1

## IMMEDIATE EMPLOYMENT EGYPT

Our Client has several vacancies in the following Job Positions:-

Vehicle Mechanics  
Vehicle Body Repair  
Vehicle Parts Control Supervisor  
Communication - Electronics Repair  
Office Equipment Repairman

PWR Production Operator/Mechanics - experience on RMD PWR units preferred.

Hair Stylist

Salary and benefits are excellent.

Please send your C.V. to or contact

W. Station, as soon as possible.

Systemford Ltd  
Northern House,  
255 Eastern Avenue,  
Garside Hill, Bradford,  
Essex, G8 2HT.  
Tel: 01-520 6538/7/9  
Telex 585914Z SYFVG

### SYSTEMFORD

TECHNICAL & EXECUTIVE RECRUITMENT

## US COMMODITY BROKERS

16K + BENEFITS

The Credit Desk of a major, successful and expanding firm of commodity brokers requires a documentary credit specialist. The right person will either have the relevant experience or will have a banking background and be educated to 'A' level.

This highly professional environment will suit only highly professional people in their late 20's - early 30's.

**Susan Beck**

RECRUITMENT  
01-584 6242



## GENERAL APPOINTMENTS

## ASSISTANT COMPANY SECRETARY

London SW1

BAA plc, through its subsidiaries, owns and operates seven major airports throughout the UK. In 1985/86 we handled 75% of UK air passenger traffic and 85% of air cargo yielding a CCA profit before tax of £76m on a turnover of £396m.

The Company, which is in a growth industry and has 7,200 employees, is planned for privatisation this summer and the increased workload that the flotation will impose upon the Company Secretary's Office creates this additional senior position.

The Assistant Company Secretary will be responsible for organising shareholders' meetings and dealing with their queries, liaising with the Company's Registrars and monitoring the share register, overseeing employee share schemes, assisting in the preparation of the annual report and accounts and for the statutory compliance of some ten active companies.

We are seeking a young and ambitious Chartered Secretary with about 5 years' post-qualification

experience, who will grow with the increasing challenge and responsibilities. The successful candidate must be flexible with a friendly and confident personality and be able to operate effectively in a small team within a fast-moving environment. A thorough understanding of statutory and Stock Exchange procedures based on PLC experience is essential.

An attractive remuneration package, which is unlikely to be less than £20,000, will be accompanied by the usual large company benefits and will be negotiable according to age and experience.

Please write in confidence with a full CV and details of current salary to: Julie Spencer, Management Resources, BAA plc, Corporate Office, 130 Wilton Road, London SW1V 1LQ.

**BAA**  
The world's leading international airport group.

HEATHROW · GATWICK · STANSTED · GLASGOW · EDINBURGH · PRESTWICK · ABERDEEN

## Senior Sales Executive

### Manufacturing Software

#### CIM · MRP II · JIT · OTE £45K · BMW

Over 18 years, our client, part of a multi-million dollar international group, has become a major name in mainframe and mini computer-based financial software. They are now poised to introduce a modular manufacturing software system into the U.K., which has already established state-of-the-art levels of performance internationally - including a major computer manufacturer's own plant.

Designed to run on DEC VAX and IBM hardware, this integrated product offers manufacturing companies of every size the way to achieve total control over all aspects of their production, inventory control and management accounting functions.

The first step in launching this major product is the appointment of a Senior Sales Executive who will develop, from scratch, the market for systems valued at £100-£400K and co-ordinate a high calibre support team to explore the many opportunities which exist within this unexplored area that is rich in potential.

This is a key position which reports directly to the Managing Director and it therefore requires a rare combination of personal qualities and technical knowledge.

Aged 30-40 you will require a substantial knowledge of manufacturing processes, gained either within industry or through the sales to industry of manufacturing systems. In addition it calls for a relevant degree and, ideally, BPIC or APICS membership, plus the ability to absorb detailed technical knowledge from full product training.

The remuneration package will match the challenge of the position with on-target earnings of £45K, supported by a high basic salary, with first-class benefits including a BMW car, plus relocation expenses to our client's West Country location if appropriate.

Manufacture a niche in the market which will be uniquely yours, by calling Peter Lloyd on 01-242 9356, or by sending your C.V., in complete confidence, quoting reference T0091-L.

01-242 9356

OCC sales personnel

24 hour answering service

Recruitment Consultants, 1st Floor, Crown House, 121 Regency, London WC2R 2ES.

## GROUP CONTROLLER - FINANCE

Qualified Accountant 35-40 c.£65,000 incl. bonus + car + benefits

Our client is Bunzl plc, one of the UK's fastest growing companies with major activities in the distribution of paper and plastic disposable products, transportation, merchandising and specialist manufacturing. Due to expansion and internal development the Group is seeking to fill the above appointment.

Reporting to the Group Finance Director, the role will include responsibility for key aspects of the Group finance function - financial and management accounts consolidation, budgets, taxation, treasury, and significant involvement in the Group's very busy acquisition programme.

Candidates (male or female) should have proven, recent experience of all, or most of, the areas listed above, be ideally graduates with fluency in at least one European language (German, Italian or French) and have some overseas work experience.

Bunzl is situated in the City of London but will move its headquarters to Stoke Poges in Buckinghamshire at the end of 1987.

The successful candidate will be offered an attractive remuneration and benefits package including share options.

If you wish to be considered, please submit a detailed Curriculum Vitae to George Ormrod BA (Oxon), Director, or Stephen Hackett BA (Oxon) at Douglas Llamias Associates Ltd., at our London address quoting reference no. 7338.

ACCOUNTANCY & MANAGEMENT RECRUITMENT CONSULTANTS  
**DOUGLAS & LLAMIAS**  
LONDON LIVERPOOL MANCHESTER ABERDEEN EDINBURGH GLASGOW DUBLIN  
DOUGLAS LLAMIAS ASSOCIATES LIMITED, 410 STRAND, LONDON WC2R 2NS  
TELEPHONE: 01-636 9501

### JOINT APPOINTMENTS IN CLINICAL PSYCHOLOGY

These posts have been created as part of a major new development in psychological services in North Wales. In a unique collaborative arrangement between Cywyd Health Authority and the Department of Psychology, University of North Wales, a number of joint appointments are to be made which will afford successful candidates the opportunity to take on, in addition to clinical work, responsibility for important research and training initiatives. Half of each post-holder's time will be devoted to clinical duties and half to duties as Lecturer/Senior Lecturer in the Department of Psychology, University College of North Wales, Bangor.

In the case of both posts University duties will be largely focused upon research and teaching in the relevant clinical specialism. In addition to her/his own research, the post-holder will help in the supervision of postgraduate students who are engaged in clinical projects. The Department of Psychology is closely involved in the organisation and teaching of the North Wales In-Service Course in Clinical Psychology, to which the post-holder will be expected to contribute. In addition, she/he will help to develop and teach new post-qualification courses appropriate to the specialism. For the Principal post the appointment will be at the level of Lecturer or Senior Lecturer (half-time) dependent upon research and teaching experience. The Senior post will be at the Lecturer (half-time) level.

### PRINCIPAL CLINICAL PSYCHOLOGIST (MENTAL HANDICAP)/LECTURER OR SENIOR LECTURER IN CLINICAL PSYCHOLOGY

As Principal Clinical Psychologist the post-holder will join a team of six psychologists, psychology technician and assistant, who provide a psychology service for people with mental handicaps throughout the county of Chwyd. Chwyd is now into its third year of developing services on a partnership basis between Health, Education, Social Services, Voluntary Organisations and people with mental handicaps and their families. In our efforts to achieve flexible and comprehensive services we have located them within the six district council areas of Chwyd. In each area, a Core Community Mental Handicap team consisting of a Clinical Psychologist, Community Nurse, Community Liaison Teacher and a Social Worker have responsibility for co-ordinating services. Within the context of an all-age service, opportunities exist for the post-holder to pursue specialist clinical interests with, for example, very young children, adults or the elderly. The person appointed will be expected to play a significant part in service planning responsibilities in addition to working in one area of Chwyd, and deputising for the Top Grade Psychologist.

### SENIOR CLINICAL PSYCHOLOGIST (PSYCHIATRIC REHABILITATION)/LECTURER IN CLINICAL PSYCHOLOGY

Community services for people with a chronic mental illness are well established in Chwyd and the further development of these is a key feature in the general strategy of relocating mental health services away from the present North Wales Hospital site. The post-holder will be involved with other psychologists and professionals in planning and developing a comprehensive range of services for chronic mentally ill people, in particular the younger clients. In addition she/he will have a major role in monitoring and evaluating these services and in developing appropriate staff training programmes. Although there are relatively few long-stay residents at the North Wales Hospital, some time will also be spent in providing and supporting both staff and residents during this period of major change in service provision.

Salaries for both posts will be on Whiteley Council and University scales.

For informal enquiries or to arrange a visit please contact: Ian Barry, Top Grade Psychologist (Mental Handicap), Broughton Hospital, Broughton, Nr. Chester, Tel: (0244) 536350 Ext. 28, Dr. Peter Higgs, North Wales Hospital, Denbigh, Chwyd, LL16 5SS, Tel: (074571) 2871 Ext. 248 or Dr. Fergus Lowe, Senior Lecturer, Department of Psychology, University College of North Wales, Bangor, Gwynedd, Tel: (0248) 351151 Ext. 308.

An information package containing an Application Form and Job Descriptions is available from the Chwyd Health Authority, Denbigh, Chwyd, LL16 5SS, Tel: 074571 2871 Ext. 253.

Closing date: 16th February, 1987.

**Clwyd** HEALTH AUTHORITY



University College  
of North Wales

## PERSONNEL ASSISTANTS

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We are a successful computing company employing 1100 staff of whom 500 are based in our London office near Oxford Circus. We are looking for two people to join our busy Personnel department to work on all aspects of Personnel administration.

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Please write with a full CV to: Kate Angwin, Personnel, Scicon Limited, 49 Berners Street, London, W1P 4AQ.

## THE ROYAL COMMISSION FOR THE EXHIBITION OF 1851 THE SECRETARY

The Royal Commission is seeking to appoint a Secretary.

The Commission owns an estate of some 86 acres of land in Kensington bought with the profit from the Great Exhibition of 1851. It spends the net income from this estate, and from other investments, in order, to quote from its Royal Charter, to "increase the means of industrial education and extend the influence of science and art upon productive industry".

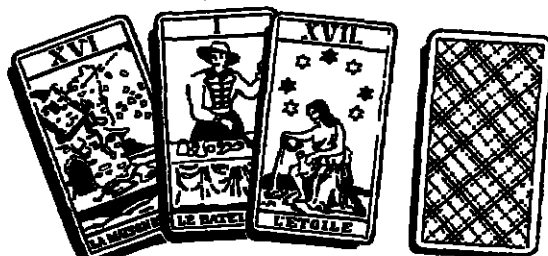
The Secretary is, under the general direction of a Board of Management of Commissioners, wholly responsible for the administration of the Commission's affairs. As its expenditure is mainly in the industrial and educational fields, a knowledge of both of these is highly desirable. Candidates with engineering qualifications and experience would be especially welcome.

The appointment might not necessarily be full-time. The salary would be for discussion, but is unlikely to be less than £17,500.

Further information and application forms from:

The Secretary,  
The Royal Commission for 1851,  
Sherfield Building,  
Imperial College,  
London  
SW7 2AZ.

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CV SERVICE based on telephone or personal interview. Also on letterhead. Birmingham 04427 72209

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- a knowledge of, and interest in accounting and auditing, standards, taxation, finance and management;
- writing talent; and
- ability to deal with people at a high level.

He/she will be expected to demonstrate up-to-date technical knowledge coupled with sound experience either gained with a professional firm of some substance or in an industrial/commercial environment.

Applications, which should include a curriculum vitae, should be addressed to: Mr B. Weston, Personnel Manager, The Institute of Chartered Accountants in England and Wales, PO Box 433, Chartered Accountants' Hall, Moorgate Place, London EC2P 2BJ.

## Accountancy

Journal of the Institute of Chartered Accountants in England & Wales

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Brief applications in writing please, with C.V. to:

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Exeter EX2 7JR

## Chief Executive

City of Worcester

c.£32,000

The Council wish to appoint a Chief Executive and Town Clerk due to the impending retirement of Peter Stanton in July 1987.

The successful candidate, who may be from local government or from elsewhere, will be accountable for leading and managing the Council's staff of 935 and for advising the Council on the best use of resources. A proven record of achievement and leadership is required, together with a flair for management.

For further information please contact Barry Briscoe, Chief Personnel Officer, Guildhall, Worcester, WR1 2EY. Telephone 0905 723471.

The Council is an equal opportunity employer

John Smith, Director Public Appointments, MSL, Adviser to the Council.

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has a temporary vacancy for a Curator E.P. initially for a period of 1 year with a possible extension of up to 5 years. The appointee will coordinate and complete the computer project designed for the collection of Egyptian Antiquities.

Applicants must have experience of computer based documentation systems or a proven interest in, or aptitude for, such work. They should preferably have a 1st or 2nd class degree in Egyptology, including knowledge of the principal stages of the Ancient Egyptian language; experience in handling and identification of antiquities; the ability to read French and German.

Salary: grade E £10,424 - 13,406, grade F £8,146 - 10,917

For details and an application form, apply on 2 January to Personnel Unit, 2100 British Museum, at Russell St WC1B 3DG.

Closing date for completed forms, 4.2.87

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You will be in your 20's, qualified with highly developed interpersonal skills, and seeking to develop your career in an organisation that is fast moving and dynamic. This appointment will particularly appeal to accountants who are looking for rapid career development and an environment where commitment, hard work and active contribution are rewarded.

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For further information please write or telephone in confidence to Russell White BA(Ross) Manager - Accountancy Appointments, quoting reference LG2376.

Telephone: 01-408 1894

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An appointment to the main board is anticipated after a short trial period. Thus, leadership and credibility are among the important personal qualities that the successful applicant must possess, and significant management experience will be essential.

Although a background in property development would be advantageous, it is by no means essential, and those with other qualifications such as accountancy or surveying but with senior management experience will be considered.

Individuals under 35 years old are unlikely to have the maturity required. In view of the importance of this new position and the significant career development prospects it affords, it is unlikely that a suitable remuneration package cannot be negotiated.

This is an extremely interesting and challenging opportunity, and those confident of their own ability should write enclosing full personal and career details including telephone numbers to:

David Hodge (ref: ASH/44), Executive Search & Selection.

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## HORIZONS

A guide to  
career choice

## Let the robots take the strain

Despite the rise  
of 'Modern Times'  
technology, the  
need for trained  
engineers is still  
growing, says

Neil Harris

turing systems and industrial engineering, usually culminating in an MSc or Diploma, are all relevant to the production environment.

Some engineers go on to study these after a less relevant degree course. Others return to these studies after having gained a few years' experience in manufacturing.

Production engineers are not merely responsible for the introduction of modern technology into the factory; their work involves them in every facet of production.

Work study and plant layout, production planning, quality control and the choice of methods for materials handling are all a part of their remit.

Costs and the economics of manufacturing and assembling the finished article are others, and there must always be a wary eye open to detect working practices which pose a safety risk.

Right from the stage at which products are designed and developed, production engineers are involved to advise on the most efficient manufacturing methods, how such a product could be made with existing machinery and what new equipment, if any will be required.

The development of computer-assisted engineering is beginning to allow designs developed with the aid of computers to be translated directly into engineered products.

Negotiations with suppliers about the introduction of new equipment and its installation and commissioning with the minimum of upheaval to the production process, are also part of the job.

These days, however, production engineering is dominated by the introduction of new technology. Computer-assisted engineering, flexible manufacturing systems and numerical engineering are some of the terms used by those in the business.

They all add up to more automatic processes and the design of systems which remove those dull repetitive jobs from manufacturing, which once gave the dark satanic mills a bad name, and contributed to our current national malaise of disinterest in factories, making things and production.

Hopefully, through the efforts of production engineers, the corner is being

turned and industrial production is now increasing again. Modern factories employ fewer people but they are becoming cleaner, brighter and quieter places in which to work.

The Department of Trade and Industry recently staged an exhibition of Computer-Integrated Manufacturing and Manufacturing Automation Protocol at the Birmingham Exhibition Centre, with more than 60 exhibitors.

One of its aims was to encourage the development of a common protocol for production equipment which will allow several pieces of machinery to be controlled by one computer.

Just as many video systems have standardized on the VHS system, so there could be increasing standardization in the control of production equipment including lathes, belts, guided vehicles and robots.

This is seen by some as an essential precursor to further developments in production engineering. Peter Cook, Technical Director of Colchester Lathe, one of the suppliers of automated production equipment, says: "At present there is plenty of equipment available but it is difficult to build a complete integrated manufacturing system because the various bits are incompatible and no one supplier makes the whole range."

If a common database is developed so the production equipment can be controlled by one computer system and each part of the process linked in with the rest.

Engineers educated in  
narrower disciplines

"One of the difficulties facing industry", says Peter Cook, "is that engineers are generally educated in the narrower engineering disciplines of electronic or mechanical engineering or computer science. Yet advanced manufacturing technology spans all of these specialisms and industry is looking for engineers with a much broader perspective covering most of these fields."

Apart from the lack of compatible equipment capable of being put together to make a completely automated system and the difficulty of recruiting good production engineers, industry faces a third problem.

Where there is over-capacity the economics of installing advanced equipment is often hard to justify in the short term, yet failure to do so might make products uncompetitive in the long term. Perhaps this is the reason why only one British factory in 40 has a robot.

When markets recover, the point at which advanced equipment becomes competitive must eventually be reached. Britain cannot survive simply through the growth of service industries. Production engineers have an essential and important role to play in the development and prosperity of our manufacturing industries.

executive  
manager

High & Mighty, leading international specialists in big and tall menswear, seek an Executive Manager to supervise their US subsidiary trading under the name of London Majestic. London Majestic consists at this time of two major branches with annual turnover of approximately \$3 million.

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The successful candidate will need the following qualities:-  
Proven retail track record  
Experience of having worked in USA  
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Excellent communication skills  
Ability to work within a team

The Executive Manager will be directly responsible to the UK based Group Management Team and will carry out corporate policies through close communication with the Management Team.

This is a demanding and challenging opportunity for an ambitious enthusiastic and talented person and accordingly carries an attractive remuneration package.

HIGH  
MIGHTY

Letter for big and tall men

Please apply with curriculum vitae by 30 January to:  
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The Old School House  
High Street, Hungerford  
Berkshire RG17 0NS  
Tel: Hungerford (0488) 84908

## Director

National Society for Cancer Relief

The Society seek a Director to work closely with the Chairman, who is responsible to the General Council of the Society for the overall conduct of the Society's affairs.

The Director, who will be the Society's chief executive officer, will focus initially on the management and organisation of the Society's resources, developing rapidly to cover fund-raising, nursing services and grants, development and education, professional advisory and voluntary networks; and public relations.

Candidates must be able to demonstrate a record of substantial general management achievement and to operate within a complex environment involving voluntary workers, donors, staff and health service professionals.

Candidates, or those wishing to propose candidates, are invited to contact the Society's adviser for further details. John Smith, Director Public Appointments, ref. A.57015.

MSL International,  
52 Grosvenor Gardens, London SW1W 0AW.

## MSL Public Appointments







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For further details and/or an application form, please write to or telephone:

Mrs Janice Furby  
NM Schroder Financial Management Ltd  
Regal House, 14 James Street, London WC2E 8BT  
Telephone: 01-836 8731

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Please send full career details in strictest confidence to:

**THE PERSONNEL MANAGER**  
H.P. INFORMATION PLC.  
P.O. BOX 44  
9 GROSVENOR GARDENS  
LONDON SW1W 0BH

## KING EDWARD'S HOSPITAL FUND FOR LONDON GRANTS ADMINISTRATOR

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The King's Fund is a well established charity with an annual income of over £10 million. Its Head Office, where the Grants Office is located, is in Baywater. The Grants Administrator is the only whole-time member of the team of three persons responsible for the major part of the Fund's grant giving. Grants are made to achieve innovations or developments in health care in Greater London and range from small grants of £1,000, although most are much smaller. The work is fast moving and fun, and needs a sense of social commitment.

The Administrator acts as Secretary to the Grants Committee and is the main contact for grant applicants, who usually work in either the NHS or the voluntary care sector; they number several hundreds each year.

The person appointed must be able to think and write clearly, have excellent typing and secretarial skills and be willing to use a word processor, but, as well as being truly efficient, the Grants Administrator must be supportive and encouraging to applicants whilst being capable of making objective judgements about the quality of the proposals for which funds are being sought. Working conditions are excellent and free meals are provided on duty. The Administrator occasionally needs to work late and some travelling to visit applicants will be involved. Applicants should preferably be aged between 25-30.

Further details and an application form can be obtained by telephoning Helen Wickings on 01-727 0108. Applications should be made to the following address by Friday, 30 January 1987.

Dr Helen Wickings  
King Edward's Hospital Fund  
14 Palace Court  
London W2 4HT

The King's Fund is an equal opportunity employer

## SENIOR SECRETARY President's Office

CIMA, the professional body specialising in management consultancy, with over 65,000 members and a reputation for excellence, seeks to appoint a senior secretary to work in the office of the President, who is the Institute's professional head and frontline spokesman.

The person appointed will be based at head office in central London, and will provide a comprehensive secretarial service. First class skills and experience at senior level are essential, as well as a well-organised and flexible attitude, and availability to work varying hours, including some evenings. Age 25-45.

Salary: £10,500 for basic 32% hour flexible week. Staff dining room, interest-free season ticket loan, life assurance and pension scheme.

Please apply to the Personnel Manager, The Chartered Institute of Management Accountants, 63 Portland Place, London W1N 4AB. Tel: 01-637 2311 (No agencies)

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A good educational background, commercial awareness, excellent telephone manner and a flexible and conscientious approach to your work are all essential to work in this busy and successful team.

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West End Office 629 9586

ANGELA MORTIMER

# LA CRÈME DE LA CRÈME

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# Beware playing the membership card

Dick Tracey, the Minister for Sport, meets Football League officials within the next fortnight to discuss the introduction of 100 per cent membership schemes to combat hooliganism. DAVID PHILLIPS (right), Assistant Chief Constable of Greater Manchester Police and secretary of the Association of Chief Police Officers' sub-committee on hooliganism in sport, gives the police view of the debate.



Hooliganism is the curse of football and 1985 recorded such a dreadful toll of lethal misconduct that the Government itself was spurred to settle with this menace. Over the last decade clubs have baled out monitored falling crowds and growing policing costs while the police have had to question the enormous commitment of resources at one of their busiest times.

Mr Justice Popplewell's report provided the agenda for a continuing debate between Government departments, the police and all involved in football. As a result much has been accomplished by all concerned (although the gains of efficient co-operation are rarely newsworthy) but the issue on which there has been most debate and least agreement, "membership schemes", remains unresolved.

In my view much of the debate has been ill-informed, largely be-

cause the issue has been seen in simplistic either/or terms. On the one hand, wrongdoers would be identified and lose membership; on the other, the implementation of such a scheme with all its paraphernalia would result in customer dissatisfaction, further falling gates and fearsome expense.

There is, of course, much attraction in the proposal that the hooligans should be barred and a total membership scheme to achieve this might not be too high a price to pay. In practice, however, a comprehensive membership scheme designed eventually to expel the looms and troublemakers founders when the detail is examined. The proposal fails, I believe, for the following reasons:

One: The primary purpose of any membership scheme must be to exclude those who become identi-

fied as hooligans either by the enrolment stage or because of their subsequent behaviour. Those responsible for administering the scheme must be in a position, therefore, to establish the bona fides of the applicants and members (otherwise there would be nothing to prevent the wrong people obtaining several cards or cards using false particulars).

The critical question is, from which source would they obtain the information necessary to administer such a vetting system? The police are an obvious choice but they are prohibited by statute from disclosing confidential information held by them about suspects or offenders. Moreover, it is difficult to say what other organizations, apart from the police, would be available to the operators.

Two: Unless there is some means of determining that the spectator is of the same identity as represented on the card there seems to be considerable potential for any scheme to be circumvented. It is inconceivable that with 100 turnstiles and 30,000 passing through them in 20 minutes, as at Old Trafford, genuine identity checks could take place.

Three: To restrict admittance to "home" supporters might deprive the clubs of an important source of revenue which could prompt several clubs to get round it by making provision for "casual supporters". Any membership scheme which provides for casual non-members to be admitted in particular sections of the grounds puts at risk any plans to segregate rival supporters.

Four: Another important consideration is what kind of behaviour

would lead to the withdrawal of a membership card? Once this question has been resolved, which is no easy task, the organizers must decide upon the territorial boundaries of what they have come to define as football hooliganism. Will it include vandalism on public transport, at railway stations, public houses and thoroughfares leading to football grounds? All are targets for the football hooligan.

Five: Schemes like that at Luton are based on the assumption that people within a particular catchment area have a clear allegiance to the local club. In London, Greater Manchester or the West Midlands there are many clubs within easy reach of each other. Is it intended that supporters will be allowed membership of only one club? If so, how will this be determined? What will happen in derby games?

Six: If the scheme is to allow some degree of away support to people carrying a card of the "away" club, it is difficult to see what has been achieved. On the basis of arrest figures, it would take a decade or more to make any impact on the numbers of potential hooligans attending away fixtures.

Seven: In relation to disqualification, the questions mount. Would cancellation apply to those guilty of acts of hooliganism outside the grounds? Would cancellation relate to people charged with criminal offences or only after a conviction? Would there be a system of appeal? Would cancellation follow from breaches of club rules — if so, how would the breach be established and information passed to the operator?

Eight: How would a membership card scheme accommodate people

attending for the first time, or casual support?

These are not quibbles but matters that would have to be resolved for any comprehensive scheme to work. It would surely be folly of a high order to invest in a scheme of such proportion if it were not to work. Urgency, even outrage, however well founded, should not prejudice our professional judgement.

Despite all that, I believe there is a case for membership schemes. Total membership schemes are unlikely to meet expectations but the development of "inclusive" as against "exclusive" schemes is an option which holds out much promise.

Membership schemes designed to confer benefits on their members can be regulated: family areas, season ticket-holder schemes and membership travel schemes can be organized allowing for sections of the stadium to be set aside which become self-policing. Reciprocal arrangements can be made between clubs so that people within schemes are specifically provided for as away supporters.

Development along these lines holds out encouraging possibilities. Traditionally, football clubs have not been overly involved with their spectators and perhaps a real issue prompted by the membership debate is a need for a sea-change in attitudes about identification with football clubs. The initiative has too long rested with the vandal would-be wardens of the terraces. Perhaps the alternative is to encourage some real participation in the club as a sporting commitment.

## Woolmer weathers the storm in his quest for progress

From Ivo Tennant  
Cape Town



To understand why the captain of Kent is so keen to engage the part-time coach of a club unknown outside South Africa, it is necessary to travel from the elegance of Newlands towards the inequitable Cape Flats. There, undaunted by poverty, vandalism and riots, Bob Woolmer, the former Kent and England player, is fashioning one of the most progressive multi-racial cricket clubs in South Africa.

It is named Avenale, derived from the amalgamation of two coloured clubs when cricket became multi-racial in 1977. When Woolmer arrived three years later, keen to coach non-Whites, there were no nets, sightseers or clubhouses. He found himself preparing the pitch, collecting subscriptions, even organizing lunch. No one else, he said, knew what to do.

From three sides in 1977, Avenale now runs 13 on Saturdays. Two of them are for under-13s, the first multi-racial teams for that age group in South Africa. On Wednesdays and Thursdays the club runs two under-nine XIs and one for under-11s.

Ask Woolmer if it is possible to play normal sport in an apartheid society and he will tell you of the net session he was trying to run during the riots last year. Only 500 yards away South Africa was fast becoming a tinderbox. "I turned to one of our African players and said: 'Behind every black cloud there is a silver lining.' He replied: 'Behind every black cloud there is a burning bus.'"

It seemed as though Woolmer's initiatives were not going to last. A crowd passing on their way to a funeral — with axes and knives — took exception to a game in progress. Chris Cowdrey, Kent's captain, the club's manager, managed to bolt the door and the funeral was able to start on time.

The clubhouse, nets and sightseers were brought to Avenale by Woolmer through funds donated by the Western Province Cricket Union and the club's president, Michael Stokol, a white businessman with a passion for non-racial cricket. The club can also boast a bowling machine, three fields leased from Cape Town City Council, four concrete and four turf pitches and one made of matting. "This is the cream of non-White cricket facilities," said Woolmer. "Nothing compares with it."

The best way for sportsmen to get rid of apartheid is to live together, work together and play together. They will find out more about each other and the blacks

Woolmer: removing barriers and coloureds will realize that not every white tells them what to do," said Woolmer.

"I am in favour of normalizing sport while one can. The politician who uses sport as a weapon to split people is not clever anyone but the one who brings people together through sport is achieving something. The sports boycott of South Africa had some effect, but that was 19 years ago. Cricket has done more than enough in that time to become multi-racial despite the government's discriminating laws."

During the riots, seven Avenale cricketers left the club through intimidation from youths who felt they should not be mixing with whites. The high school behind the nets, a well-orientated, has refused to use Avenale's facilities. Earlier this season oil was thrown on one of the club's pitches.

So Woolmer, aged 38, has a job on his hands. It is not like being at Canterbury, where he lived in 17 years as a Kent cricketer. He has yet to decide if he will return there as coach, which Chris Cowdrey, Kent's captain, would like him to do: one reason for his indecision is that he also has a post coaching at a Jewish high school. His reputation as a coach is such that his services have been sought all round Western Province. Dr Ali Bacher, managing director of the South African Cricket Union, has mooted the possibility of Woolmer working with him to develop non-White cricket throughout the country.

If he joins Kent, Woolmer hopes he can bring black and coloured cricketers from Avenale to England for further experience. It is an idea that excites him because in spite of Omar Henry's selection for South Africa, he feels it will be several years yet before non-whites make a significant impact on the game. But Woolmer intends to see to it that they do.

## Pollock misses rebels

Johannesburg (Reuters) — Graeme Pollock, the leading South African batsman yesterday withdrew through injury from the team to meet the rebel Australian touring side in the third five-day match, which opens in Durban on Saturday. Pollock, aged 42 and in his last season of first class cricket, has a fractured finger. His place will be taken by the former

Essex player, Ken McEwan. In Pietermaritzburg yesterday, the Australians had reached 274 for one in reply to the South African Universities XI's first innings of 240 for nine declared when bad light and rain ended play early on the second day of their three-day match. Scores: South African Universities XI 240 for 9 declared (B McDonald 88, T Mohre 5 for 46), Australian XI 274 for 1 (S Smith 118, S Dyson 70).

### FOOTBALL

## Yorath to stay with Swansea

Terry Yorath is staying with Swansea City after declining an offer to rejoin Bradford City. Doug Sharpe, the delighted Swansea chairman, announced yesterday: "Terry is staying here, and we are looking to give him strength to strengthen with him."

Had Yorath moved to Bradford, where he was assistant manager before joining Swansea last July, chairman Sharpe said he would have gone ahead with a compensation claim. "It would have cost somebody a lot of money to get him, but the matter has now been settled amicably. He has agreed to stay, to honour his three-year contract, and to get on with the fine job he has already done here."

"We are in the FA Cup, we are fourth in the fourth division and we are looking for promotion. I have an excellent relationship with Terry and I'm sure if he were tempted to leave us, it had nothing to do with our footballing relationship here."

Part of the appeal of Yorkshire for the former Welsh international was that his wife still lives close to Bradford and was not keen to move to Wales.

"My wife was honest enough to say she didn't want to come to Swansea, but she also made it clear she didn't want me to pack in this job," Yorath said. "I didn't want to go. We've sorted it out now and I'm sure I've done the right thing by staying with Swansea. We shall just have to cope with the situation."

Bradford must now resume their search for a man to replace Trevor Cherry, who was dismissed last week. They may now turn their attention to Eddie Gray, one of Yorath's former Leeds team-mates.

### Rowell hope

Brighton's former Sunderland forward Gary Rowell, out for three matches with a broken toe, hopes to resume training after an examination by the club's surgeon yesterday.



In an upside down world for sport, a four from King's College London Boat Club bravely take to the Thames at Putney yesterday for a brisk workout

### SCHOOLS FOOTBALL

## Lent matches delayed

By George Chesterton

The Arctic weather is a particular disappointment to those schools who play their football during the Lent term. These schools have a season lasting only 10 weeks and a late start will seriously affect their progress.

The schools have tied themselves together in a loose association called the Lent Term Soccer Schools (LTSS) and now number 27. Kings Canterbury and Haberdashers' Askes being the latest recruits. Most are better known for their rugby and they are widely scattered across England. They include Clifton, Uppingham, Rugby and Harrow, where David Ellery, the secretary and prime mover of the association, is master in charge of football. He is perhaps better known in the sport as a Football League referee.

The schools hold their own six-a-side tournament. This takes place at Douai on March 1, entrance being by invitation. Last year's tournament was a victim of the weather, the champions carried forward from 1985 are Harrow who will be challenging again this year.

### BOBSLEIGHING

## Phipps and Tout aim high

From Chris Moore, St Moritz

Britain's bobsleigh team look set to add another chapter to their success story at the world championships in St Moritz. Having finished sixth and tenth respectively in the two-man competition, Nick Phipps and Stan Tout both have their sights set on gaining a position in the top six in the four-man event this weekend.

Tout had the joint-fifth fastest time of 1min 6.69sec on the second practice run yesterday, with Phipps only 0.02sec slower. And with the East Germans down to only one sled because their No. 2 driver, Detlef Richter, is ruled out through injury, Phipps believes he could even be in the hunt for a medal on Sunday.

"Hans Hiltbrand, Ralph

places higher than Phipps. Meanwhile, the tit-for-tat war between the Swiss and East Germans broke out again yesterday with the East Germans this time calling for a jury inspection of the Swiss runners. This followed last week's protest by the Swiss about the re-inclusion of the East German two-man sled. "Hell, it wouldn't be normal if one wasn't having a go at the other," a philosophical Jim Lamy, the American president of the jury, said after proclaiming the Swiss runners legal.

Hiltbrand set himself up as the man to beat this weekend by winning the Swiss selection race from Phipps by a combined 0.50sec over yesterday's two laps.

### RACKETS

## Male's class too much for Crawley

By William Stephens

James Male, the holder, reached the semi-finals of the Celestion amateur singles championship when he beat Randall Crawley, the sixth seed, in 15-11, 15-12, 15-2, at Queen's Club, London, on Tuesday. He won the title in December 1985 after defeating John Preen and William Boone on consecutive days.

Tuesday's quarter-final offered the intriguing contrast between the most elegant single-handed player — Crawley — and the new phenomenon of double-handed stroke play. Crawley took an early lead in each game; in the first his command was marked as he raced to 9-2, but he flagged as his natural fluent timing and consistency of serve deserted him.

Male countered to 11-9 but had to fight to win the game. Crawley still had energy to lead 4-0 and 12-9 in a close second game before running out of steam. Male stamped his authority on the third game.

### TODAY'S FIXTURES

FOOTBALL  
CENTRAL LEAGUE: First division: Postponed: Liverpool v Leicester. Second division: Postponed: Wigan v Notts County.  
FOOTBALL COMBINATION: Postponed: Fulham v Swindon.

### RUGBY UNION

CLUB MATCH: Conceded: Swansea v South Gloucester RFC.

### OTHER SPORT

BASKETBALL: Carlsberg National League: First division: Kent v Surrey v Birmingham (Sat 7.30).  
DARTS: Embassy World Professional Championship: First round, 7.0.  
RACKETS: Amateur singles championship (in Queen's Club, West Kensington).  
REAL TENNIS: Heavy Lead Cup (in Queen's Club, West Kensington).

## Andrew angered by his latest ranking

By a Special Correspondent

A whiff of controversy preceded England's attempt to continue their European league promotion campaign with a fourth successive victory of the season against Finland at Norwich last night.

Skytel Andrew, the London left-hander, named after a Dominican father, was selected for the second singles spot despite a rather public disagreement with Donald Parker, the England captain, about appearing at No. 3 in the latest rankings.

This is his highest position so far, but Andrew, aged 24, who had good results against European ranked players, thought he should be higher still, at No. 2. "What's more it may have cost me sponsorship," he said.

The computer ranking system contains one subjective element — the captain's assessment of the worth of overseas results. Parker believes Carl Preen, the teenager from the Isle of Wight,

should be at No. 2. "We don't take European rankings into account in our judgement," said Parker. "In any case, most people would agree that Preen is the second best player."

Preen was unavailable last night because of his commitment with East Ham in the German Bundesliga. This gave Andrew another chance to show that his splendid serving and follow-up are becoming consistent enough to move him into world class.

Both teams copied with a snowbound journey, only to find conditions worsening so much that they were guaranteed problems escaping from the venue afterwards. Finland created a minor surprise by bringing in Johanna Kaimio, aged 20. Instead of Sonja Greffner, the highly-rated European player, the belief that her defensive style might be more effective against Lisa Bellinger, England's No. 1, in the women's singles.

## Israel sparks tension

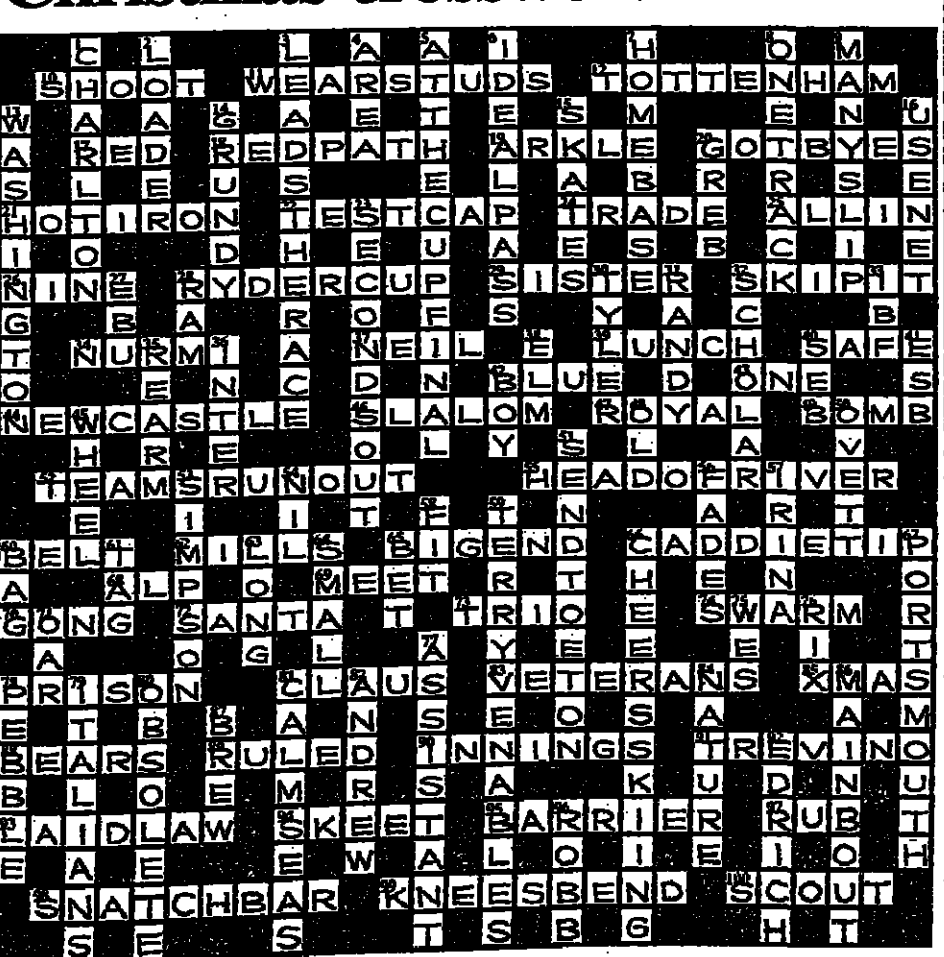
New Delhi (Reuters) — A row threatens to erupt here over protests by Arab countries against Israel's participation in the world championships next month. Iraq and Syria said yesterday through spokesmen that their embassies here that they would refuse to play Israel, setting off a controversy which the Indian government must resolve before the championships begin on February 18.

Moolchand Chauhan, a spokesman for the championships, said that 65 countries, including Israel, had been listed in the draw for the men's and women's events. The Israeli women have been drawn to

meet Czechoslovakia and New Zealand and the men play South Korea, Luxembourg and Venezuela in the opening round of the team event.

Chauhan said Israel's application to compete in the tournament was brought to an Indian capital by an International Table Tennis Federation (ITTF) delegation led by the president Roy Evans. "We have drawn the Israeli teams in the men's and women's sections and have forwarded the names to the Indian government for the issue of visas. This is where it stands," Chauhan said. "But we hope there will be no problem."

## Christmas crossword winners



The winner of The Times Sports Jumbo Crossword is Ian King, The Mount, Stoke Prior, Brounsgrove, Wores. His prize will be a week's holiday for two at La Manga Club, the sports and leisure resort in Spain.

The 10 runners-up, who will receive a copy of the Barclays Awards of Cricket, are: John Cronin, Cherry Lodge, Longeville, St. John's, Jersey; Michael Cloughton, "Widens", 29 Maitland Road, Ashford, Kent; B.J. Hanly, "Culvers", Bottom Lane, Seer Green, Beaconsfield, Bucks; L.D. Starkie, 3,

Old School Close, Weston, Stafford; Ian Bradley, 6, Barry Close, Orpington, Kent; N. Ryan, 42, Lamier Road, London, N.W.5; Miss A. Roberts, 37, Kinner Close, Woodley, Romsey, Hants; Peter Hunt, 58, Lyford Road, London, S.W.18; M. Milson, 28, West Town Road, Backwell, Nr. Bristol, Avon; Norman Greer, 16, Whitehouse Park, Shore Road, Newtowabbey, Co. Antrim, N. Ireland.

N.B. In the clues, 38 across should have read 39 across.

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## A low-angle view of the world



**Windsor Davies: Never the Twaig (TTV, 8.00pm)**

● A good way to reassure you about the respectful approach to Shakespeare in this week's *40 Minutes* documentary *Short Shakespeare* (BBC2, 9.30pm) is by recording the fact that the joke about the dwarf feeling 10ft tall when he passed his driving test after only nine lessons is told by the man himself, and not by the narrator. As for irony, that too is left mainly to the persons of restricted growth (their own chosen description) we meet in Colleen Toomey's carefully-reading film. Shape apart, Tom Shakespeare, Cambridge undergrad and son and heir of Sir William and Lady Shakespeare (the GP-knight is himself a dwarf) is indistinguishable from his party-giving, falling-in-the-Oma, politically active, hair-suiting pal. He recounts how one of his best friends told him: "You're so middle-class. You're normal - so

normal." There is irony, too, in the tale told by the mother of a dwarf who, when she was a child, went to the circus and then to the clowns and their tiny companions, would say to herself: "I'd love a little man". The smallest person in *Short Stories* is also the smallest of the 10,000 dwarfs in Britain: 37-inch tall Mike Ballan. Even with his back-to-front feet, he plays indoor bowls, bowls on the lawn, bowls bowling, holds down a job with Customs and Excise, does a summer fete in his capacity of film actor (he is a bear in *Labyrinth*), and goes out only with girls who are at least 5ft 2ins tall. As for the 10,000 other dwarfs, they are mixed in some of them, too. Bernard Brooks, 4ft does not

want to be linked with those fairy tale dwarfs who always lost out to the ogres.

● There are two good reasons why Channel 4 should re-show *A Song for Europe* (9.30pm). The first is that this based-on-fact tale of a drugs company executive who blows the whistle on his bosses and suffers all the agonies of Hell as a result, is a thundering good drama that you ought to watch if you missed it the first time round.

The second is that, once the road to the first film was cleared in 1985, the real-life victim of employer vengeance has had his claim for compensation considered by the European Commission, and judgment has been handed down. I must not give even a hint of what that judgment was, and I trust Channel 4 will be equally circumspect.

**Peter Davalle**



**Shakespeare family trio: Sir William, his wife and son Tom: BBC2, 9.30pm**

## VARIATIONS

- 6.00 **Ceeeee!**
- 6.30 **News headlines followed by The Finestones.** (r) 6.55 **Weather.**
- 7.00 **Breakfast** Time with Frank Brown, Sally Macquinn and Jeremy Paxman. National and international news at 7.00, 7.30, 8.00 and 8.30; regional news and traffic reports at 7.15, 7.45 and 8.15; weather 7.30, 8.05 and 8.35.
- 8.40 **Watchdog.** Lynn Fauda and John Stepten investigate consumer complaints. 8.55 **Regional news and weather.**
- 9.00 **News and weather.** 9.05 **Bay Day.** Robin Kirby-Salk, his guests, and studio analyst. Discuss a topical matter 9.45 **Advice Shop.** Margo Macquinn deals with advice on dealing with debt.
- 10.00 **News and weather.** 10.05 **Neighbours.** (r) 10.25 **Children's BBC.** Philip Schofield with programme news and birthday messages. 10.40 **Play School.** 10.50 **The Wisp.** (r)
- 10.55 **Five to Eleven.** T.P. McKenna with a thought for the day. 11.00 **News and weather.** 11.15 **Friday Drive.** The best of Tuesday's programme which included a yogurt-tasting session 11.35 **Open Air.** (news and weather at 12.00) 12.05 **Wildlife Showcase.** A comedy sketch about the monkeys and apes of Montreal's Granby Zoo. (r) 12.15 **Regional news and weather.**
- 1.00 **One O'Clock News** with Mark Latham. 1.25 **Neighbours.** Daphne experiences harassment at work. 1.45 **The Plumps.** (r)
- 2.00 **Anzacs.** Episode four of the five-part mini series following the lives of a group of Australians fighting in the First World War.
- 3.40 **Classic Film Tales.** The story of **Rapunzel.** (r) 3.55 **Flashes.** (r) 4.00 **SunTale.** (r) 4.15 **Flashes.** (r)

Adventures of Bucklehead and Rocky. Part three. (1, 4, 25)  
Jacknory. Griff Rhys Jones continues with the story of The Church of Mice and the Moon. (7, 4) The Thunderdome. Cartoon adventure series.

4.55 Newsround with Roger Hinn. 5.05 Blues Peter. Caron Keating climbs the Monument and meets Mark Twain to coincide with the commemoration of the Great Fire of London. (Ceefaz)

5.35 First Class. Video quiz.

6.00 Six O'Clock News with Ian Mitchell and Philip Weather.

6.35 London Plus.

7.00 Top of the Pops introduced by Mike Smith.

7.30 The Avengers. Dr Legg makes surprise surrings with his new locum, Dr Singh; and Pete helps Arthur. (Ceefaz)

8.00 Tomorrow's World includes news of a new way of doing genetic analysis; of a radar capable of giving advance warning of acid infiltrators; and of a traditional method of house-building, adapted for modern-city use. Phil Fowler is expected to tomorrow's girl of the mid-80s?

8.36 A Question of Sport presented by David Coleman. Emyln Hughes and Ian Beusant are joined by Ian Shaw, Sarah Hughes, Graham Leach, and Jon Solly. (Ceefaz)

9.00 Nine O'Clock News with Julia Somerville and Andrew Harvey. Regional news and weather.

9.30 Boswell. Comedy series about the Boswell family who tackle the problem of unemployment with guile and grit.

10.00 Question Time introduced by Sue Lawley. With Kenneth Baker, Shirley Williams, Ian Hislop, and Frances Morrell.

11.00 Matt Houston. Matt answers a plea for help from a former school friend and finds himself caught between rival jewel thieves.

11.50 Weather.

- 2.00 *Coastline*.
- 2.05 News and weather.
- 2.07 Laramie, Carl Larsen has two pressing problems - a raging forest fire that is threatening his home, and a meeting with his bride-to-be, a lady he has never met. (†)
- 2.59 *Divergence: Balleons* (†)
- 3.00 News and weather.
- 3.03 *World Wide Web* introduces highlights of last night's matches in the Embassy World Professional Championship.
- 3.50 News, regional news and sport.
- 4.00 Pamela Armstrong. This afternoon's guests are impressionist Jessica Martin, and Andrew Mitchell, a number one in an earlier *You're Never Too Old*, Age Exchange Theatre Company make an appearance.
- 4.35 *Look Stranger*. A profile of Catherine Tate, a friend, Mary Martin, (first shown on BBC South-west)
- 5.05 *My Music*. Another edition of the gentle test of musical knowledge, presented by Catherine Tate. With David Muir, John Amis, Ian Wallace and Denis Norden. (†)
- 5.30 *Film 87*. An abridged version of the programme seen on Tuesday night when Barry Newman reviewed, among others, *Heartburn*, and *Peggy Sue Got Married*.
- 6.00 *Mission Impossible*. Jim Phelps uses his professional abilities for a 'one day' problem - that of a murderer who stalks young women. (†)
- 6.50 *Cricket: Fifth Test*. Richie Benaud introduces highlights of the first day's play.
- 7.15 *Barrowden* plays Beethoven's piano Sonata No 8 *Patheique Op 13*.
- 7.40 *Call My Bluff* introduced by Robert Ross, Arthur Marshall and Frank Muir are joined by Nanette Newman, John Dunn, Selma Scott, and

**6.15** TV-seen presented by Mike Morris. Weather at 6.26 and 6.48; news at 6.30; sport at 6.40; and exercises at 6.55.

**7.00** Good Morning Britain. News broadcast by Anne Diamond and Richard Kaye. News at 7.00, 7.30, 8.0, 8.30 and 9.00; cartoon at 7.25; sport at 7.40; pop music at 7.55; and Jini Basso's postbox at 8.35. After Nine includes a repeat of the Neil Dickson interview; Claire Fayer's advice on relationships; and, at 9.17, exercises with Lizzie Webb.

**9.25** Followed by Robosport. 9.50 Beyond 2000. Machinery of the future 10.40 *Struggle* (cinema 44).

**11.05** *The Sars* (British). *The Film Clinic* (cinema 44) starring Eddie Byrne and June Thorburn. Comedy about a cottage that is offered to the couple with the most grumpy friend. Directed by Terence Fisher.

**12.00** *Creepy Crawlies*. (r) 12.10 *Puddle Lane*. Puppet series. With Neil Innes. Richard Robinson, and Kate Lee. 12.30 *The Lane*. Drama. A serial about an Australian family during the Forties.

**1.00** News at One with Leonard Parlin 1.20 Thames news.

**1.30** News at Two. Includes a hidden something from the rest of the family? 2.35 Home Cookery Club. Fisherman's Special. (r)

**2.30** Daytime. Sarah Kennedy chairs a studio discussion on Food and pack of holidays. With Sun Harvey of Holiday Which?, tour operators, and representatives of ABTA. 3.00 Take Six Cooks. Soups prepared by Richard Shepherd of the Brasserie Lipp. 3.25 Thames news headlines 3.30 Sons and Daughters.

**4.00** *The Raggy Dolls*. (r) 4.10 *The Telegoons* 4.20 *The Wind in the Willows* and stories about it. 4.30 install an electric telephone 4.45 *The Slumbers*. (r) 4.50 *The Book Tower*. Among *Bearland*

Bressa's titles this afternoon is a mysterious picture poem, *Horses of Dreamland*. (Oracle)

5.15 **Blockbusters.**

5.45 **News with Alastair Stewart**

6.15 **These rears** Help Advice for those who find it a struggle getting in and out of chairs.

6.35 **Crossroads.**

7.00 **Home Farm.** Matt wants Graham out of the house as soon as possible.

7.30 **Duty Free.** Comedy series about two couples on a package holiday in Spain. (r)

8.00 **Never the Twin.** A new series of the comedy starring Donald Sinden and Windsor Davies as rival antiques dealers. (Oracle)

8.30 **Second Step.**

9.00 **Around.** Terry is given the task of looking after a bibulous lady author of romances. Starring Dennis Waterman, George Cole, and Beryl Reid. (r)

9.30 **This Week: The Disappearing Dole Queue.** An investigation into the statement that unemployment has fallen for the last four months. Michael Wilson reports from Plymouth, the city chosen by the Government as a test area for a number of its schemes designed to reduce the unemployment figure.

10.00 **News at Ten with Alastair Burnet and Carol Barnes.** Weather followed by Thames news headlines.

10.30 **Portrait of Thomas - The Pioneer.** Eamonn Andrews presents a tribute to the man who was one of the founders of ITV, who died in November.

11.15 **Thames Sport Bowls Classic.** A classic of London's richest indoor bowls event, presented by Eton Walsby from Egham Bowls Club, Surrey.

11.30 **Lives of the Rich and Famous.** Charlton Heston in conversation with Robin

12.55 **Night Thoughts.**

**12.15** Their Lordships's House. A repeat last night programme of highlights of the day's proceedings in the House of Lords.

**12.30** **Film: LIBEL** (1959) starring Dirk Bogarde. A courtroom drama about a baronet who brings a libel action against a Canadian airman who accuses him of being an imposter. With Paul Massie as the Canadian, Olivia de Havilland as the baronet's wife, Robert Morley and Wilfred Hyde White as the opposing counsels. Directed by Anthony Asquith.

**12.35** **Showered** in Gretina Green. Cartoon.

**1.00** **Jigsaw**, Dickie Davies presents another round of the quiz game for pairs.

**1.00** **It's a Wonderful Night** (1942) starring Humphrey Bogart. Second World War comedy thriller about a Broadway gambler who throws a taxi attempt to blow up his citizenship in New York Harbour. With Conrad Veidt. Directed by Vincent Sherman.

**1.00** **Channel 4 News** with Peter Seaton and Christabel King. Report on the report on Talbot on a Government scheme to cut long-term unemployment.

**1.15** **Comment**. With his views on a topical subject in Robert Spencer, chief executive of Project Fulcrum. **Weather**.

**1.30** **Opinions: The Red Flag**. The first in a new series of four programmes in which three panelists argue their own cases for socialism, with one dissenter. Tonight's contributor is the editor of the New Statesman, John Lloyd, who examines what he believes should be the first hundred days of a Labour government, successfully tackling unemployment and bringing life into British industry by means of by equating Socialism into action.

**1.30** **Equinox: A Short History of**

[illegible]

**Bishop Tutu, his son and grand-daughter: Witness to Apartheid**  
(Channel 4, 11.20pm)

- 8.10 **Timewatch:** Peter France interviews the author of a book which reflect the effect 'codes of honour' have had on British history. Christopher Andrews explains the classic of the dwelling; Ian Dear tells the story of the shenaghans that kept the America's Cup in New York for 130 years. (See also 9.00)
- 9.00 **World Facts:** Philip Knightley reports on Britain's leading intelligence network. (See also 9.30)
- 9.30 **40 Minutes:** Short Stories. A documentary about people born with dwarfism. (See also 9.30)
- 10.10 **World Facts:** Quatermaster matches in the Embassy World Cup. (See also 10.40)
- 10.40 **Newsnight:** 11.25 **Weather:** 11.30 **World Facts:** A further visit to the Lakeside Country Club.

**David Suchet as the drug-dealing Goldschmidt's A Song for**

**Pigott-Smith** narrates this documentary that looks into the future. (1)  
**1.30 Film on Four - Take 2: A Song For Europe (1985)** starring **John Gielgud** and **Marta Schneider**. A drama about an executive with a multinational drugs company who is driven to suicide by his indifference to his employer for breaching **Common Market** trading regulations. His conduct leads to the consequences for his life, career, and family. Directed by **John Goldschmidt**.  
**1.20 Witness to Apartheid.** A documentary, made in 1985 and first shown last year, featuring a catalogue of evidence to violence and repression in black South African townships.  
**1.20 Their Lordships' House.** Highlights of the proceedings in the House of Lords. Ends at 12.35.

[illegible]

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Director of Photography RYAN STRASBURG Writers by EDMUND CRYLLIN and

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**4.55** On medium wave only: Fifth Test in Sydney. The live coverage continues on medium wave until 7.05am

**6.55** VHF only: Weather: 7.00 News

**7.05** Concert: Mozart (March of the Janissaries; Collegium Aureum), Handel (Soli Dominus); Virenechens Baroque Ensemble, Winchester Cathedral Choir, and solo singers, Charles Bratt, William Handell and Stephen Varcoe), Tchaikovsky (Concert Fantasy, Op 56: Werner Hars, piano; with the Opéra Comique Orchestra of Monte Carlo, conducted by Elzbieta Inbal), 8.00 News (Conti) (continued): Wagner (Das Liebesverbot overture: LSO), Beethoven (Sonata in A major, Op 12 No 2: Pennman and Fitzsimons), Barwald (Symphony No 4: Gothenburg SO), 8.00 News

**9.05** The West's Composers: Concert: Five Songs Op 9 (Gregor, bass; Sassi, soprano; Kovats, bass; Fukup, tenor), Sonata Op 8 (Janos Stancor, cello), Cry, cry, cry Op 6 No 2: Mella, baritone, with Orchestras of Hungary Radio and TV, Eugene Sarbu: violin, with Gordon Bark; Schumann (Fantasy, Franz Liszt (Sonata in A), Wilhelm Furtak (brilliant sur des motifs de Fopera Faust)

**10.50** The West's foreign radio broadcasts, monitored by the BBC (P) Borodin Piano Trio: Tchaikovsky (Trio in A minor, Op 50)

**11.55** Bartok and Brahms: BBC Philharmonic: under Bernhard Kube, Bartok (Cello Suite), Brahms (Symphony No 2, 1.00 News)

**1.05** Bristol Lunchtime Concert: Claude Frank (John Schubert) D 988, No 1 & 2 and 4; Beethoven (Bagatelle in A minor (Für Elise), Sonata No 32 in C minor, Op 111

**2.00** Antony and Cleopatra: Samuel Barber's three-act opera. The 1983 Spoleto Festival production. Christian Bada conducts the Spoleto Festival Orchestra, With Westminster Choir, rncpals in the

**FREQUENCIES:** Radio 1:105.5kHz  
92.5: Radio 4: 200H/147/150.0m  
1458H/8/2205m: VHF 4: 8.5: 8.5: World

cast: Jeffrey Wells (Antony), Ernest Hinds (Cleopatra), Robert Grayson, the Haiverson, Charles Damsel. Acts one and two. The third act begins at 3.15  
10.15 **Horn and Piano:** Michael Thompson and Jack Keaney. Schumann (Adagio) and Brahms (Andante). Poulenc (Elegie), Beethoven (Sonata in F). L&S News  
1.00 **Mainly for Pleasure:** Fritz Söler. Songs recorded music. The theme: By hook or by crook  
1.30 **Bandstand:** Ever Ready 36's (under Peter Parkes); Edward Gregson (Prelude for an occasion); Gilbert Vinter (Solo: Entertainments); Dean Goffin (Rhapsody in brass)  
2.00 **Tiny** (harpsichord): Colin Taylor (harpsichord plays the G minor, Kk 180 and the F major, Kk 334, the F major, Kk 150 and the Kk151, the G major, Kk 178, the G major, Kk 180, the C major, Kk 143)  
2.30 **Rudolf Barshai** SO (under Rudolf Barshai). With Thomas Allen, baritone. From Gaidukov. Pittsburgh. Part one. Mozart (German dances: K 600, Nos 2 & 3; K 602, No 3 & K 605, Nos 2 & 3; All Locust's Symphony No 5 (Shakespeare's Sonnets)  
3.10 **No Pair of Ears:** the band's music on record. With Robert Ponsonby  
3.30 **Concert:** part two. Miler Linder (soloist), Alexander Gessenfeld, Shostakovich (Symphony No 1)  
4.00 **Peterson** Solo: Margaret Robertson reads the story by Florence Turner  
**MUSIC IN OUR TIME:** Lontano in the first of the film programmes, Charles Wuorinen (Speculum Special), Sávère Ravellates (First and second title serious pieces), Elvira Villalobos (for Victor Peter Liberson (Chamber variations: Lafla)  
4.00 **First Night:** a new opening is reviewed by Robert Custanah  
4.10 **The Schubert:** Alban Berg Quartet perform the String Quartet in A minor, Op 132  
4.57 **News.** 12.00 Closedown

283m; 1089KHz/275m; Radio 2:  
-92-95; LBC1152Hz/216m; Vt:  
150m; MF 648KHz/463m.

20	Strong wave." Approximate time.	4
21	Shipping. 5,000 News	4
22	brioting. Weather.	4
23	10. Farming. 6:25 Prayer (s)	4
24	30 Today, and 6:30, 7:30, 8:30 News. 6:45	5
25	Business News. 8:55, 7:55	5
26	News. 7:55, 8:55 Sport.	5
27	7:45 Thought for the Day. 8:25 Yesterday in	5
28	Weather; Travel	5
29	News	5
30	Face the Facts: John Wells and investigators	6
31	tackle injustice and fraud...	6
32	The Natural History Programme: Lionel	7
33	Kelly examines a Canadian biologist's	7
34	claim that fur-trapping is good for animals. And	7
35	Furrier: Killing means a man who studies animals in a	7
36	deep-sea submarine	7
37	News: Medicine Now: Geoff Watts examines	7
38	the health of medical care	7
39	Morning Show: Our Meeting by Al Hunter	7
40	The reader is Alan Dewhurst	7
41	45 An Act of Worship (s)	7
42	News: Travel: Behind the	8
43	Farrell looks beyond the stern	8
44	clacking of a children's home	8
45	Bathmore: Alison Tizzard	8
46	investigates the pleasures of those who like	8
47	clubbing in company	8
48	News: You and Yours: Consumer affairs with	8
49	John Howard	8
50	27 Instant Sunshine...Reasonably	9
51	Together Again (s) An entertainment in words	9
52	and music, with special	9
53	guests The Hot Club of	9
54	12.55 Weather	9
55	News: The World at One: News	10
56	The Archers. 1:55	10
57	Shipping	10
58	News: Woman's Hour with	11
59	Lue MacGregor. A report by Susan Bressley	11
60	into what progress the Alliance is making in getting	11
61	more women candidates to stand in the next general	11
62	election. Also the ninth instalment of Equal Rites by	11
63	Terry Prattchett, read by Sarah Badel.	11
64	News: The Afternoon (s) The Three Trees	12
65	by Ewart Hutton. With Caroline John and Geoffrey Beavers in the cast.	12
66	They play the husband	12

and wife into whose lives a  
and sweethearts come.  
Books. Presented by  
Hill and featuring  
an interview with Doris  
Lessing  
Kaleidoscope with  
Barbara Whelan. A second  
chance to hear last year's  
edition, including an item  
on Gervase de Peyer (P)  
Plus. News magazine.  
5.50 Shipping. 5.55-6.00  
Weather  
News; Financial Report  
Music (S) Frank  
game, with John Amis,  
Frank Muir, Ian Wallace,  
David Norden and Steve  
Lowe (P)  
News  
The Archers  
Answers? John  
Timpon sits listeners'  
responses to the last edition  
of "Any Questions?"  
The Thing You Talk  
About Andrea Adams  
visits three families which  
have suffered mental  
illness. 1.15. Phone-in  
(01-580-4411 from  
7.00pm)  
Does He Take Sugar?  
A quiz for disabled  
listeners  
Ian Skidmore links  
recordings from the BBC  
Sound Archives  
Kaleidoscope with David  
Rogers. Tonight's edition  
includes items on Garrison  
Kellor's book Happy to  
be Here, and State of the Art,  
on Channel 4. Also An  
Hour of Life at the Bush  
Theatre.  
A Book at Bedtime: The  
Hottentot Room by  
Christopher Hope. Part 9 of  
12. Read by Jack Klaff.  
10.25  
The World Tonight  
The Financial World  
Tonight  
Today in Parliament  
News; Weather. Shipping  
(available in England and  
S Wales only) as above  
Phone-in: 5.55-6.00pm  
Weather. Travel. 11.00-  
12.00 For Schools: 11.00  
Sounds Inventive (S)  
11.20 Quizes: Muslims in  
Britain (S) 11.40 Quiz  
Celebrating the Prophet's  
Birthday (S). 1.55-2.00pm  
For Schools: 1.55 Listening  
Corner 2.00 Froch D 2.30  
Books, Plays, Poems. 5.50-  
5.55 PM (continued)

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Britain. 3.15 World Today. 3.30 Business Matters. 4.00 Newswatch. 4.30 Country Style (until 4.45). 5.45 World Today. All times in GMT.

**FREQUENCIES:** Radio 1:1053kHz  
92.5; Radio 4: 200kHz/1500m: V  
1458kHz/206m: VHF 94.9: World

285m;1089kHz/275m; Radio 2:  
-92-95; LBC:1152kHz/261m; V:  
ervice: MF 648kHz/463m.

kHz/433m; 909kHz/330m; Rad: 107.3; Capital: 1548kHz/194m: V

1215kHz/247m:VHF-90-  
95.8: BBC Radio London:



